

# THE NATIONAL Provisioner

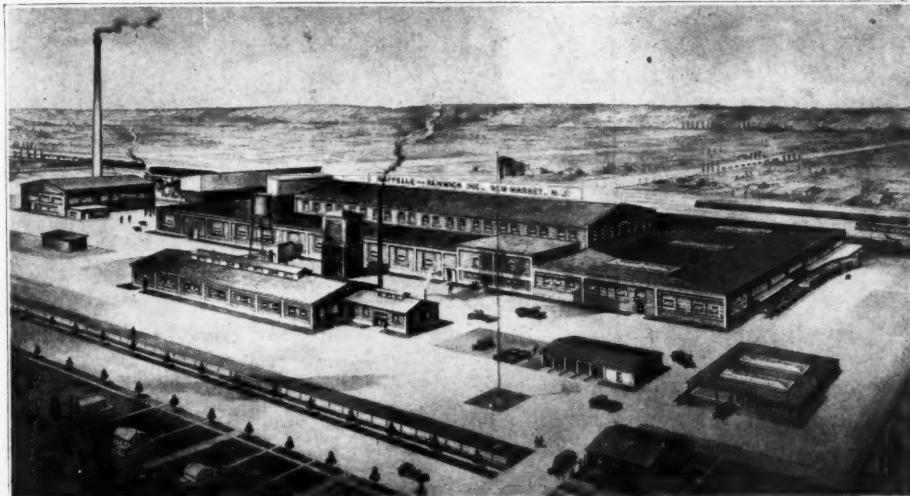
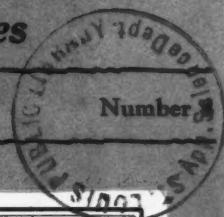
THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 78

FEBRUARY 26, 1928

Reference Dept.  
7th FLOOR

Number 5



New fireproof refinery built in 1925

## NIAGARA BRAND

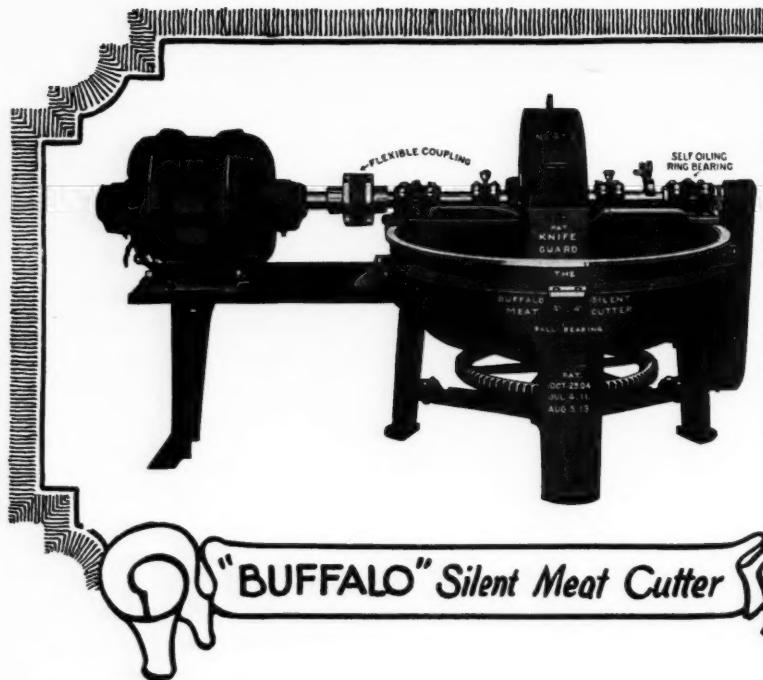
Genuine double refined Saltpetre (nitrate of potash) and double refined Nitrate of Soda—"The old reliable way to cure meat right"—both complying with the requirements of the B. A. I.

**BATTELLE & RENWICK, INC.**

Established 1840

80 Maiden Lane, New York City

February 25, 1928.



### "BUFFALO" Silent Meat Cutter

UNIVERSALLY recognized as the World's Greatest Meat Cutter, for producing quality sausage.

Embodies the only correct cutting principle: Knives revolving at a high rate of speed pass within a fraction of an inch of the bowl, then through a slot in the comb.

This gives a sheer, clean cut, opening all the meat cells, thereby increasing the yield and producing finest quality sausage meat, free from cords and lumps.

The "BUFFALO" Silent Cutter is used by the world's most prominent packers and sausage makers.

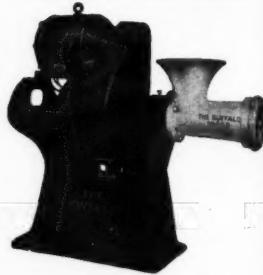
**JOHN E. SMITH'S SONS CO.**

*Patentees and Manufacturers*

50 Broadway

Buffalo, N. Y., U. S. A.

#### "BUFFALO" Meat Grinder



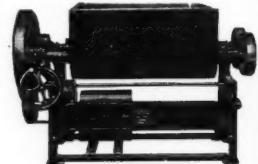
No grinder troubles when you install a "BUFFALO."

#### "BUFFALO" Air Stuffer



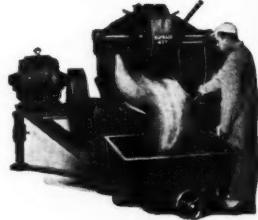
Most sanitary stuffer on the market.

#### "BUFFALO" Meat Mixer



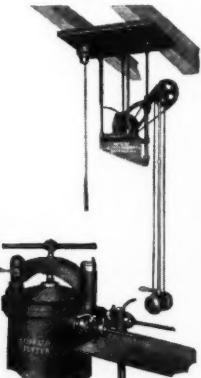
Mixes meat most thoroughly in least time.

#### "BUFFALO" Self-Emptying Silent Cutter



Cuts and empties a bowl of meat in 4 minutes.

#### SCHONLAND Patented Casing Puller



Saves 50% to 65% in time and labor.

# "BUFFALO"

SILENT CUTTERS - GRINDERS ~ MIXERS ~ STUFFERS  
SCHONLAND CASING PULLER

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THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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Volume 78. No. 8

FEBRUARY 25, 1928

Chicago and New York

## How Should Packer Salesmen Be Paid?

**To Sell More Product at a Profit  
Means Best Results from Salesmen;  
How to Accomplish This Is Problem**

What is the best means of paying packer salesmen?

Is it practical to have only one method of compensation and stick to it?

A good many packers are puzzled about the best way to pay their salesmen. Selling costs must be kept as low as possible, yet the salesman must be given a fair return for his effort.

What the packer wants is some system of payment that will be a constant incentive to his sales force—one that will spur the men on to better effort, and to regard themselves as an important part of the organization, and as such to see that it "makes good."

### Different Methods Used.

Some packers use the straight salary method. Others give salary and commission. In some instances selling is done on a strict commission basis.

There are packers who believe the ideal plan is to pay salesmen on a tonnage basis. If payment is confined to the salary method, the salary is graduated according to the tonnage.

In such cases the "batting average" of the salesman is made the basis for payment. The weekly "batting average" is kept, and is carefully checked with that of the previous week, and of the same period one and two years previous.

In this way not only the performance of the salesman but the

possibilities of his territory are always at hand.

There is a record on which his pay can be based. If he earns an increasingly good return for his company, then his salary or commission—as the case may be—is increased accordingly.

### Salary vs. Commission.

Packers in favor of the straight salary method believe the sales organization can be handled better, and better results are secured in all-around sales, with a better distribution of product to the trade by this method.

An objection to the commission plan of payment is that salesmen are likely to concentrate on those

items that give the greatest volume and are inclined to give little attention to meat specialties. There is also a feeling that men paid on a commission basis have less interest in the firm, and are more difficult to keep in close touch with than men on a salary.

The location of the sales territory, whether near the packing plant or far removed also has an influence on the methods of compensation.

It is an important matter in any packing organization, and sometimes furnishes a problem that all packers have not solved to their entire satisfaction.

As a contribution to its solution the following important considerations are outlined by a business management executive. The ideas presented may help packers and sales managers to work out a more satisfactory system than they now have.

### More Sales at Lower Cost

Is a straight salary or a commission the better plan for paying packer salesmen?

A straight salary may not stimulate the salesman to his best efforts.

A straight commission may encourage overselling to the neglect of service and missionary work.

There are variations of both plans that overcome these objections; that encourage the salesman to sell more and enable the meat concern to reduce its selling costs.

Better packer merchandising methods are possible—and even become necessary. A method of paying salesmen that is satisfactory to them and to the firm is one of the first steps.

Such a system can be worked out.

### Methods of Paying Salesmen

By J. J. Berliner, B. C. S.

There is no single method of compensation that will work equally well for all types of salesmen, all types of business, or fit in under all conditions of selling. However, there are certain elements relative to compensation that must be considered. These are as follows:

1—A subsistence salary.

2—A commission for sales above a set quota, such commission to be graded by the net profits to be realized.

3—Bonuses for unusually good performances—the bonus for reductions in

selling expenses being of timely importance.

4—Penalties for slovenly performances.

5—A money equivalent for all services the salesman renders.

In general, the method of compensation should be designed to develop the best efforts of salesmen, to provide for their living and business expenses and something besides, all at an expense in line with the present day demand for lower costs of distribution.

#### How One Firm Pays.

Following is the method of compensation in use by one large concern:

1—A salary payable monthly is established at the beginning of the year for each salesman by the manager of the branch to which the salesman is attached. The factors considered by the manager in establishing the salary are as follows:

A—Personality, based on initiative, aggressiveness, industry, habits, appearance and magnetism.

B—Knowledge of product, company total sales compared with potential sales, with consideration given to company brand merchandising, window display, orders for advertising, installed price, and publicity.

C—Sales accomplishments including policies and other valuable information.

D—Probable future value to company.

Futhermore, the sum of the total salaries must be such as may be included equitably in the operating budget established for each branch at the beginning of each year by the general manager of sales with the approval of the president.

#### Commission Is Also Paid.

2—In addition to the guaranteed salary, a commission is payable to each salesman, which is determined as follows:

A—Sales quotas for all articles are assigned to each branch. Each quota is fixed at approximately 10 per cent less than the sales expectancy for each branch.

B—Sales results for each article or product are weighed with the price thereof, and thereupon total percentage of results to the sales quotas for each month is determined.

C—Sales quotas are announced at the beginning of each half year and the results computed at the conclusion thereof respectively.

D—At the end of the first half year announcement is made to each branch of the results accomplished.

E—At the end of the calendar year, which is also the fiscal year, sales results, compared to the sales quotas for the entire year, are computed.

F—Thereupon there is paid to each salesman a commission determined by the percentage by which sales results for the year exceeds sales quotas for the entire branch. This percentage of each salesman's results is paid to him as his commission for the branch results which have been obtained.

#### Advantages and Disadvantages.

Advantages and disadvantages of different methods of compensation are stated as follows:

##### I.—By Salary:

1—Secures adherence to sales principles of the house.

2—Allows for proper degree of development of missionary work.

3—Easy to compute, eliminating a lot of clerical work.

4—Has authority of long usage.

5—Leaves the house free to transfer salesmen to other territories.

##### Disadvantages of method:

1—Salesmen often grow dissatisfied when salaries are not raised frequently.

2—Does not stimulate the salesman to his best efforts. In different fields, some concerns have found that by changing from salary to a commission basis, the salesmen's business improved. On the other hand, other concerns found the reverse more beneficial. When they changed from a commission to a salary basis, better work was the result.

#### Advantages of Commission Method.

##### II.—By Commission:

1—Compensation is measured directly by the results.

2—The risk and responsibility is placed upon the salesmen.

3—Salesmen are stimulated to harder work, so as to increase their income.

##### Disadvantages of commissions:

1—Relation of salesmen to house is apt to be distant.

2—Encourages overselling to the

neglect of service and missionary work.

3—Too much is earned by the salesmen in periods of prosperity and too little in times of depression.

4—Difficulty found in determining a proper rate of commission.

Very frequently with the best of intentions, a company and a salesman enter into a commission arrangement under which in almost every case the remuneration turns out to be either too small or too large. If it is too small, the salesman is dissatisfied and it must soon be increased. If it is too large, the salesman is still more dissatisfied if it is reduced, and yet if it is not reduced, the salesmen in position of like importance are dissatisfied.

#### Variations in Commission Method.

Variations in the commission method include:

1—Straight commissions—a fixed percentage paid on all sales.

2—Sliding commission—commission percentages increased as definite sales totals are reached.

3—Group commission—merchandise is divided into groups each carrying a different rate of commission.

4—Commission and drawing account—either guaranteed or applied against earnings.

There is a growing realization of the necessity of allowing a salesman a regular and fixed income, not large enough to encourage loafing, but sufficient to cover living and business expenses. This holds true particularly for new men, or old men working new territory.

#### A Most Satisfactory Plan.

Thus one company has found from years of experience in handling specialty salesmen that the commission plan of compensation with a weekly drawing account has proved most satisfactory. This concern required the salesmen to establish a credit balance before they draw more than their weekly drawing account, and while debit balances may run to considerable figures on men temporarily not producing, the conditions existing must be taken into consideration before discharging the man on this account.

When sales come hard, it is necessary to be a little more lenient in this respect than at other times. The purpose and value of the drawing account is to relieve the worry incidental to a straight commission basis, and assuring a man a weekly compensation on which he can rely.

#### Salary and Commission Over Quota.

An illustration of this method of paying is the practice of one company that pays a moderate salary on an amount of business which they think the territory should yield, and then give

(Continued on page 50.)

**A Packer's "Best Bet"**

Satisfied salesmen are the best assets a packer can have.

They are loyal, and always on the alert to forward the interests of the house they represent.

The right kind of men are essential, for often the company is judged by the men selling its goods.

How should salesmen be paid to get the best results—for them and for the house?

**Packer sales managers have given their opinions and experiences. What are yours?**

# Putting Air to Work in the Meat Plant

## Temperature Study Develops Device Which Is Readily Adaptable to Use in Heating, Cooling or for Ventilation

Conditions frequently arise in the meat packing plant when it is necessary or desirable to heat, cool, dry or ventilate a room or a portion of a building, or to take advantage of heat, cold or air currents to hasten a process or turn out a better product.

Quite often, when such a need is temporary, it will not be met. Cost to install steam or refrigerating piping or fans for such occasional use would more than offset advantages to be had. And not infrequently the need for the heat, cold or air would have passed before the installation of the necessary equipment could be made.

As a result there is loss of efficiency, and costs are higher than they would be otherwise were these aids available quickly and easily.

To care for situations such as these, and to provide a permanent

source of heat, cold or ventilation, there has been developed recently a self-contained unit that has already found considerable application in meat plants.

In this device means have been found for putting air to work and making it perform as desired. A description of this machine and its application follows.

### Heating by Unit System

Unit heating, as this new device is known, has been developed in response to a need for a dependable temporary or permanent source of heat, cold or ventilation in the meat packing plant.

In operation it projects a stream of air by means of an electric fan over the hot or cold metal plates of a coil. As the air is warmed or cooled it is directed toward the desired spot by a series of deflectors.

There are three main divisions of a unit heating assembly—the heating or

cooling element, the electric fan and the cabinet and louvers.

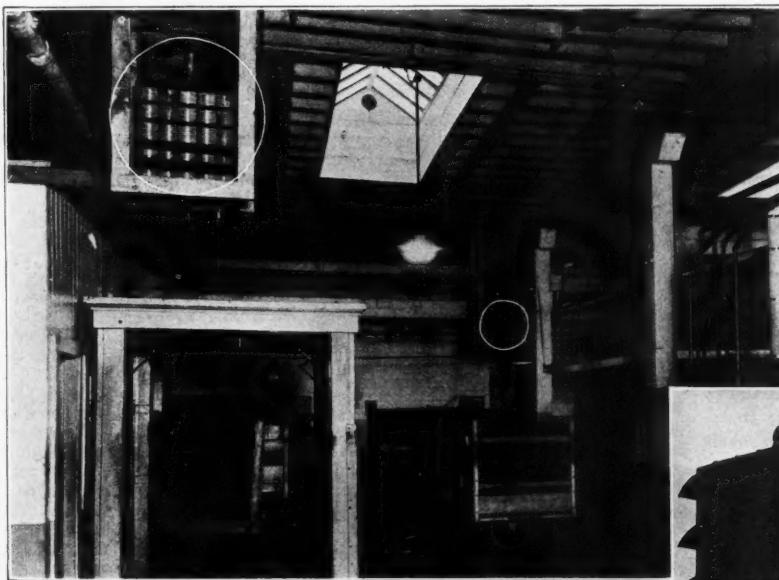
The coil is connected to a source of heat or cold—either steam, hot water or refrigerating lines, as the occasion requires. The fan drives a current of air over the plates of the coil and discharges it in great volume at high velocity for a considerable distance. The deflectors may be set to direct the hot or cold air at any angle to the floor, upward or downward, as desired.

The principle of the device is similar to that of the radiator and fan of the automobile—one of the most efficient heat transfer devices ever invented. Here the hot water of the cooling system is run through the pipes of the radiator, and the air which is drawn through the radiator by the fan carries the heat units away.

#### How Heat Is Transmitted.

Under ordinary heating practice, when heat is desired the cast iron radiator or a pipe coil is used. These, as a rule, are heated to a degree far beyond the temperature desired in the room. In the transfer of this heat from the coil to the atmosphere there is a big gap. The air does not warm up to anything like the same temperature as the metal of the radiator.

In other words, to heat a radiator is easy. To transfer the heat from the radiator is difficult. Left to themselves the heat units are lazy and stub-

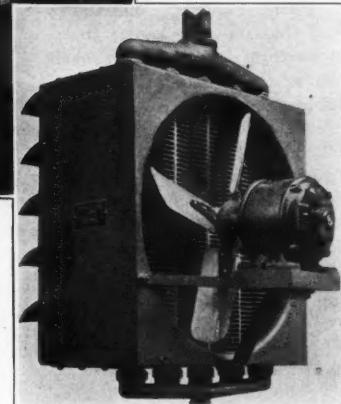


UNIT HEATING AND ITS APPLICATION IN MEAT PLANT.

Right—This shows the self-contained device which may be used either for heating, cooling or ventilating purposes.

Left—This shows the sausage room of a meat plant, with two of the units installed, as indicated by the circles drawn on the illustration.

In this illustration they are used for bringing in the warm air and for removing the steam and vapor which collects in a sausage kitchen.



born, and prefer to stay in the heating coil rather than to move out into the air.

With unit heating the inert atmosphere surrounding the coil is made to work. The electric fan drives the air in a straight line over the hot plates with such force that the heat units are carried away from the metal and absorbed into the current of air.

#### Various Uses in Meat Plant.

It is a fact that aluminum, copper, sheet metal, etc., are such excellent conductors of heat that it requires a powerful fan to keep pace with the work of the heating sections. These have a tendency to progress ahead of the air stream, and the problem is presented of coordinating the work of both so that efficiency and economy may go along hand in hand.

There has now been devised a heating coil, of patented aluminum alloy, cast in one piece. The surface of the steam core is extended in a series of parallel fins, set at right angles to the stream line core, about a quarter inch apart. These fins permit of free and easy passage of the air current as it is driven through by the fan. The device is light, compact, durable, corro-

sion, rust and leak-proof, and is said to possess high conductivity of heat units.

#### Cools as Well as Heats.

For the purpose of heating alone the machine can be used in work rooms, killing floors, sausage rooms, machine shops, foundries, etc., while a bad condition in a set of elevator shafts, due to cold drafts, has been corrected to a satisfactory degree by the installation of one unit. This warms the cold air in the pent house and reduces its downward flow.

In process work the device is now used to thaw frozen meats and produce, for the removal of steam and fog, to ventilate corridors in a smoke house, and to refrigerate cold storage warehouses.

This latter application is unique. The same type of unit which supplies heat in one case produces a below-freezing temperature in another, by the substitution of a refrigerating agent for steam.

The places where this machine can be applied in a meat plant are many. In addition to its efficiency and ease of installation, the claim is made that the cost of operation is low, and that it saves floor space as compared to conventional types of heating systems.

## Packers' 1928 Prize Idea Contest

The fifth Prize Idea Contest has just been announced to its member companies by the Institute of American Meat Packers. The sum of \$1,000 again will be available for cash awards for the best practical operating ideas developed during the year, and submitted in the contest.

The contest will be conducted under the direction of the Department of Packinghouse Practice and Research, and the awards will be made by an impartial committee, of which the following are members: H. P. Henschien, chairman, A. W. Cushman, George M. Foster, S. C. Frazee, H. J. Koenig, Donald Mackenzie and R. E. Yocom.

The prizes are financed from the Institute Plan Fund. Contestants should send their entries to the Institute headquarters, 509 South Wabash Avenue, addressed to the attention of the Department of Packinghouse Practice and Research.

The division of the \$1,000, which is available for these awards, will be left to the discretion of the committee. The amount awarded to any one contestant will depend entirely upon the value of the idea entered.

Although the primary purpose of the contest is to furnish additional incentive toward increasing operating efficiency in the industry, there also is available an opportunity for the con-

testants to gain wide recognition and reward for effort and ingenuity.

The contest is open until July 15, 1928. Rules governing the contest are given here in full.

#### Rules of the Contest.

Rules of the contest are as follows: The sum of \$1,000 will be available for distribution in prizes.

1. Certificates of Merit from the Institute will be presented to all contestants who do not receive a prize but whose ideas commend themselves to the Committee on Awards.

2. Every contestant must submit a brief describing his idea or process fully, not later than July 15, 1928. The description should be full enough so that the judges will be able to grasp easily the operating details of the idea or invention. Sketches, photographs, or other matter illustrating the idea should accompany it. Corroborative evidence of practicability should also accompany the brief whenever possible.

3. The achievement may be anything which has to do with the operating departments of meat packing establishments.

#### What May Be Submitted.

(a) It may be an improvement in a manufacturing process, such as the curing of meats, the refining of lard, the slaughtering of hogs, or the manufacture of sausage.

(b) It may be a labor-saving device in any operating department whereby

the expense of one or more men is eliminated, or whereby production is increased with the same labor outlay, or anything else accomplished that effects a real saving.

(c) It may be the simple statement of an idea whereby the production of some packinghouse product may be handled in a better manner so as to increase its value or sale.

(d) It may be a process for improvement of the quality or desirability of any packinghouse product.

(e) It may be the arrangement and placing of equipment in a department to facilitate handling of product during processing.

#### Those Who May Compete.

4. Only employees of a member company of the Institute of American Meat Packers shall be eligible for competition. Such employees shall have been employed by that member company for not less than ninety days before submitting their briefs, and they must be employed by a member company at the time that the award shall be made.

5. Application of machinery already in use in other industries, but not previously applied to the meat packing industry, is permissible. Contestants will find it easy to secure the cooperation of machinery manufacturers in developing such new uses for their machinery.

6. No machinery or equipment now in common use in meat packing plants will be eligible for entry in the contest, excepting where there is a suggestion for definite improvement in a process or in the operating methods. The idea or invention must have been originated since October 1, 1927, or must be an improvement on methods in use at that time.

#### Fifth of a Series.

7. The awards will be made by a competent committee, which will consider carefully every suggestion made and will make the most thorough investigation possible of all improvements or inventions brought to its attention which it deems worthy. Awards will be made at the next convention of the Institute. Members of the Committee on Awards and paid employees of the Institute shall not be eligible for competition. This committee shall decide all questions pertaining to this contest, and its decision shall be final.

8. This is the fifth of a series of competitions for the advancement of the practical operations of the meat packing industry, and is a regular part of the Institute of American Meat Packers' program. Every contestant should understand that failure to win the contest last year has not disqualified him for competition this year. In fact, it is expected that many contestants whose ideas were not developed far enough to win last year may be able to improve the ideas for re-entry this year.

9. It should be fully understood that the Institute will not claim ownership of any idea by reason of its being entered in this contest. However, the Institute reserves the right to publish for the benefit of its members the ideas presented or abstracts thereof. These abstracts will be issued after the awarding of the prizes and certificates of merit.

## Packers Did Not Divide Buying Territory

### Charges of Collusion in Direct Buying Are Not Proved

Convincing evidence that the Rath Packing Company and George A. Hormel and Company did not make or put into effect any agreement to divide hog buying territory in Iowa in July, 1924, was presented by officials of the two companies and by livestock shippers at the hearing held February 15, 16, and 17 in Mason City, as a result of charges contained in a complaint which had been issued by the U. S. Department of Agriculture under the Packer and Stock Yards Act.

George F. Summers, former Hormel hog buyer and author of the charges on which the Department's complaint was based, occupied the witness stand for the first day and a half.

He testified that Ben F. Hormel, vice-president and head of the livestock department of the Hormel company, had informed him on the telephone that an agreement had been made by the two packers to divide territory in which swine previously had been purchased by both companies, and that, in accordance with the alleged agreement, Summers should refrain thereafter from buying hogs in a certain district in Iowa. Summers stated that he was requested to notify another Hormel buyer to refrain from buying at certain other points.

#### Real Facts Are Brought Out.

On cross-examination Summers admitted that he had interpreted the instructions to mean that he should not buy "on track," but could continue to solicit shipments to be made f. o. b. Austin, Minn., where the Hormel plant is located.

Twelve of his daily reports to the company were introduced to show that he had continued such solicitations and had met with severe competition from the Rath buyers. He also admitted that no one had told him the Rath company had agreed to cease buying at any points, and indicated at various times as a witness that he did not know whether the company had ceased buying or not.

Several witnesses for the department stated that Summers had refused to quote prices to them for "on track" sales after July 28, 1924.

#### Why Track Buying Was Stopped.

Ben F. Hormel later took the stand and stated that he had never discussed or entered into any agreement with any packing company.

He testified that the Hormel company had decided to stop track buying in the district because of unduly high prices being paid by competitors, and because

the shrinkage on shipments from that territory had been excessive. He said he had ordered Summers to stop buying "on track," but had urged him to continue to solicit shipments to be made f. o. b. Austin.

L. A. Hoffman, livestock buyer for the Rath company, the man with whom Mr. Hormel was alleged to have made the agreement, testified that he had never discussed or entered into an agreement.

Ten or more independent livestock shippers testified that they never had heard of such an agreement, and that

competition on the part of and between the two packers had continued keen and close.

#### Buying Records Disprove Charge.

Other conflicting testimony was introduced by both the complainant and the respondents during the three days. Among the important exhibits introduced into evidence by the packers were records of purchases showing that each company had received many shipments subsequent to the date of the alleged agreement from points in the disputed territory.

Disposition of the case will be made by the Secretary of Agriculture following review of the transcript of the testimony and of briefs to be submitted by the packers.

## Northwest Packer Starts Retail Chain

### Says Aim is to Reduce Growing Cost of Selling

To reduce the cost of selling meats at least one-half, Charles H. Frye, Pacific Coast meat packer, is organizing a chain of retail markets which already numbers 15, and which will be increased to 50 in the city of Seattle, Wash., as soon as equipment can be placed.

Mr. Frye claims that the cost of merchandising meats has increased at least 300 per cent within the past few years, and that something must be done to reduce distribution costs.

The Frye Packing Company is the largest packing concern on the Pacific Coast, and has long dominated the Pacific Northwest market. Its head is known as a fighter as well as a pro-

gressive merchant and manufacturer. When he starts anything he is very likely to carry it through.

#### Started in Fight With Retailers.

Though the matter of meat distribution costs has been a growing problem, the present action is said to be the outcome of a dispute between the packing company and the meat retailers of Seattle.

Incidentally, the latter have had a packing plant of their own. But when Frye proposed to open retail shops they objected, and when he persisted they enlisted the sympathy of the retail meat cutters' union and declared a boycott on Frye products.

Frye has made a study of the operation of modern, labor-saving meat shops, and he is now equipping his new chain of markets with automatic refrigeration, meat-cutting machines and other devices for economy in operation.

In a statement issued as a result of the public controversy with the retailers, Mr. Frye says:

#### Why He Went Into It.

"The cost of selling meats has increased about 300 per cent during the last few years.

"We are planning to install a chain of markets that we believe will revolutionize the meat business in Seattle, and to start with we have contracted for refrigerating machinery, counters and other equipment for fifty markets, with an option on equipment for fifty more.

"All the markets will be equipped so that meats can be retailed for at least one-half of the prevalent cost of selling. They will be opened where they will be most effective from our own as well as from the public point of view.

"We are probably the largest feed-



CHARLES H. FRYE  
Seattle packer who is entering retail field.

ers of stall-fed cattle in the United States, and if we enter the retail meat business on a big scale, as is at present our plan, we are in a position to give the public a fine quality of meat at prices that suit them."

#### Cut Selling Cost in Half.

"Our program is mapped out and the machinery and counters are now being made in Seattle and elsewhere. Progress is not as rapid as hoped for because the counters are a special job and take time to finish properly.

"We put in four new ones last week, however. We expect to have fifty of our markets in full operation within six weeks."

Locations, he said, are being obtained as rapidly as possible, the ultimate

objective being 100 retail meat stores.

"That is our answer to the boycotting retailers and meat cutters. In their anxiety to keep up meat prices and injure our business they even went so far as to get the unions to boycott our products. But we have no quarrel with the unions."

Spokesmen for organized retail butchers and members of the meat cutting crafts previously charged Frye with bad faith, asserting that his talk about reducing prices is merely a smoke screen to drive his competitors from the wholesale field.

I. W. Ringer, president of the retailers' association, announced that all but nineteen of the 300 meat retailers have refused to patronize Frye.

ness, the economic aspect of private brands of wholesalers, manufacturers and retailers; the effect of style changes on wholesale trade and small order buying coordinated with demand.

Committee III will take up business analyses covering economic trading areas and distances; the selection of customers based upon profitable operation and profitable minimum size of orders and shipments; the simplification of styles, sizes and varieties in their relation to turn-over and profits; uniform classifications of accounts,

#### Some Bad Trade Practices.

Committee IV will consider the economic effects of trade practices and abuses which affect wholesaling adversely. The groups considering this subject specifically condemned the practice of taking unearned discounts and the false emphasis of selling.

"In business," it reported to the Conference, "as it is being conducted today there is a pronounced tendency to sell terms instead of goods and services. Competition in certain lines appears to have resolved itself into a free-for-all fight, with prizes going to the concern which will wait longest for its money. Some observers are disposed to lay the blame for this condition at the door of the recent phenomenal expansion of installment selling. It is, however, more reasonable to suppose that it is due rather to the wild scramble for volume, in which the basic purpose of business—the making of profits—has almost disappeared from the picture."

## Conference Studies Wholesale Problems

The groundwork for a comprehensive study of the problems of wholesaling was laid at the two days' session of the National Wholesale Conference held at Washington, D. C., on February 14 and 15 under the auspices of the Chamber of Commerce of the United States.

The keynote speaker at the opening session was O. H. Cheney, vice-president of the American Exchange Irving Trust Co. of New York, author of "The New Competition," who reviewed the history of wholesaling principles to show that the public and the banker thought of wholesaling as it exists today.

#### Committees to Make Survey.

The task of making the survey was assigned to four committees which will report to a second session of the conference to be held later in the year. The chairman of these committees are:

L. D. H. Weld, formerly of Swift and Company, and now of H. K. McCann and Co., New York, Committee on Wholesalers' Functions and Services.

Christie Benet, executive director of the Interstate Cottonseed Crushers Association, Columbia, S. C., Committee on Economic Factors Affecting Wholesaling.

Lewis H. Bronson, of New Haven, Conn., representing the Associated Service Wholesalers, New York, Committee on Practicability of Business Analyses.

F. A. Fall, National Association of Credit Men, New York, Financial Methods in Wholesaling.

#### Where the Wholesaler Belongs.

The general place of the wholesaler in the processes of distribution was dealt with in a resolution offered by E. M. West of New York, and adopted by the conference.

The resolution read:

"Inasmuch as public discussions of wholesaling reveal widely divergent

opinions of its functions in business, it is desirable that this assembly state clearly its concept of the essential place of wholesaling in distribution.

"Wholesalers owe a duty to supply in their territories adequate and proper stocks to retailers who serve the public, to meet the requirements of a locality, proportioned and synchronized with the outflow of retail stocks;

"Wholesalers owe a duty to growers and fabricators to facilitate the movement of stocks produced when these stocks are suited to the needs of the public and proportioned and synchronized with the inflow to retailers.

"We recognize these duties as inescapable responsibilities imposed by our profession of intent to act as wholesalers.

"We assert, however, that this recognition imposes on producers and retailers reciprocal responsibilities respectively to produce and distribute such stocks as the public requires, when and as needed, and to so conduct their operations as to assure uninterrupted supplies with due economy.

"These reciprocal obligations imply that all operations be conducted by producer, wholesaler and retailer in a spirit of mutuality in service and without harmful and unnecessary speculative elements.

"To this concept we pledge our loyal effort."

#### What Committees Will Do.

Committee I will take up specifically problems relating to financing, including investment in stocks and extension of credit to retail customers; market needs, with reference to kinds and quantities of merchandise needed; warehousing and storage facilities, assembling and selling.

Committee II will cover group buying by retail and wholesale and retail groups, chain stores, mail order busi-

#### DOES NOT FAVOR CAPPER-HOPE BILL.

In a recent issue a Kansas City newspaper quoted Thomas E. Wilson, head of Wilson & Company, as saying that his company is not opposed to the Capper-Hope bill now before Congress, which proposes to prohibit direct buying of livestock by law, as well as to compel packer employees to take out bonds as livestock buyers, and to compel packers to submit their books to inspection of government employees whenever desired.

Mr. Wilson says that he did not make any such statement.

It was widely copied and "played up" by livestock market papers, and the impression created that Mr. Wilson was in favor of such legislation against direct buying.

#### ARMOUR QUARTERLY DIVIDEND.

The board of directors of Armour and Company last week declared the usual quarterly dividend on the preferred stocks of Armour and Company of Illinois and Armour and Company of Delaware. The dividend is \$1.75 per share, and is payable April 2 to stockholders of record March 10.

# THE NATIONAL PROVISIONER

Chicago and New York

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AMERICAN MEAT PACKERS

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more, Md.; Thomas E. Wilson, Wilson & Co.,  
Chicago.

## Hog Crop and Hog Kill

Hog slaughter in 1927 was 7 per cent  
larger than 1926, and the 1928 slaughter  
to June 1 is expected to be 7 to 10  
per cent larger than the first five  
months of 1927.

An increase of 11 per cent in the fall  
pig crop of 1927 over that of 1926, as  
indicated by the December pig survey,  
serves as a basis for expecting that  
slaughter supplies the coming summer  
and fall will be larger than in the same  
period of 1927.

The unfavorable corn-hog ratio is ex-  
pected to result in a smaller crop of  
pigs this coming spring than last. This  
is particularly true in the Corn Belt  
states. Under normal weather condi-  
tions the pig crop is expected to be  
about 10 per cent smaller than that in  
the spring of 1927.

Naturally this would result in re-  
duced market supplies in the winter of  
1928-29.

On the other hand, hog production  
in areas outside the Corn Belt has in-  
creased materially. This increase con-  
tributes not only to the total hog sup-  
ply, but reduces the demand for pork  
products from hogs produced in the  
Corn Belt.

All of these are interesting consider-  
ations to be taken into account in  
planning the week-to-week hog opera-  
tions of the present year.

## Meat Appetite and Price

The per capita consumption of pork  
in 1927 was the highest in 21 years,  
with the exception of 1923 and 1924,  
when there was record hog production.

The lard consumption per capita in  
1927 was exceeded only three times in  
the 21 years referred to.

The amount of beef consumed per  
person last year was the smallest in  
seven years, and the fourth smallest  
since 1907. Veal consumption compared  
favorably with that of other years, al-  
though it was somewhat lower than in  
the three years previous. Lamb and  
mutton consumption per capita was  
about the average of the past 10 years,  
but was slightly lower than in the  
years prior to 1914.

Meat consumption seems to be gov-  
erned almost entirely by supply and  
price. In the past year beef and veal

supplies were somewhat limited and  
consumption dropped off. At the same  
time pork was plentiful and per capita  
consumption showed a marked increase.  
Fluctuation in consumption over a  
period of years has paralleled supplies.

The most important fact brought out  
by the consumption figures is that there  
is nothing wrong with the public's ap-  
petite for meat. Whether or not this  
same public, in satisfying this ap-  
petite, is willing to pay a price suffi-  
cient to make a fair return to the pro-  
ducer and packer is yet another  
question.

## Some More of the Same

Those who do not want packers to  
buy hogs in the country fired a "dud"  
in the battle against direct buying  
when they failed to prove charges  
against two Western packers of collu-  
sion in dividing territory in hog buying.

To back up their claim that direct  
buying injures the producer they made  
charges of dividing Iowa territory in  
buying operations. A hearing was held,  
with a former employee of one of the  
packers as chief complaining witness.

When this ex-employee got on the  
stand he could not prove that there  
had been collusion. On the contrary,  
competitive buying had continued as  
severely as ever. In fact, the witness  
was of very little use to those who  
instigated the complaint. Instead he  
hurt their case.

Evidence of desperate desire to pin  
something on somebody was shown in  
the attempt to introduce a letter impli-  
cating a third packer in buying arrange-  
ments. When the charge was made  
that this letter was either a forgery or  
a fake it was quickly withdrawn.

Tactics in attacks on meat packers  
have had a strange similarity. Away  
back in the early days of packer perse-  
cution the "big gun" of the first attack  
was a discharged employee. Star wit-  
nesses in political and other assaults on  
the industry since that time have  
usually been ex-employees, or persons  
with special animus or an ax to grind  
against the industry.

In this case the zeal of those who  
wanted to "pin something on the pack-  
ers" appears to have exceeded their  
discretion, with the usual boomerang  
effect.

# Practical Points for the Trade

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## Smokehouse Operation

Is it practical to use gas firing in brick smokehouses? Or does it take too much gas to make brick smokehouses efficient?

An Eastern sausage maker asks for this information. He says:

Editor The National Provisioner:

Can you furnish us with information in regard to brick smokehouses?

We have two brick houses each 14 ft. high (from bed of fire to roof), 8 ft. long and 4 ft. wide. These houses are inside of a building and the walls are not exposed to cold weather. The smokehouses are in first class condition throughout. We use two cages of three rows for sticks, using a track system with double trolley for each smokehouse. In these houses we burn wood and sawdust.

What we want to know is this:

Would you recommend installing gas in brick houses? Would it pay us? Our gas rate here is 85c per 1,000 ft. We pay \$10.00 a cord for good dry maple wood and saw it up ourselves during quiet days.

We smoke frankfurts, bologna, pressed ham (stuffed in beef bungs and bladders), etc. We do not smoke bacon or ham.

Would it take too much gas to heat the houses?

Would we get as good results with gas as with wood and sawdust?

Would we need steam coils? If so, how many and how should they be located?

In winter we carry 60 lbs. steam pressure and in summer 20 lbs.

We have three rows on our cages. Would you recommend putting on one more? The distance from the bottom of the fire to the bottom of the last row in the cages is 8 feet.

The inquirer gives a good description of his brick smokehouses and asks the advisability of turning these into gas-fired smokehouses.

It is entirely feasible to use gas firing in brick smokehouses. The gas is used mainly for producing the smoke, steam coils being installed to help heat the house.

**Location and Cost.**—The location of the houses inside of a building is a good feature for best results. In gas-fired smokehouses the gas would take the place of the wood the inquirer has been using. Even where wood is used, heat is often obtained with steam coils, as this method of heating is generally cheaper and is more easily controlled.

In regard to the relative cost of wood and gas. It will cost the inquirer about 1c per hundredweight more to smoke with gas and sawdust than with wood and sawdust. This is offset somewhat by less labor required, and by better results and the better control possible with the use of gas.

**Gas and Steam.**—It would not require gas enough to be too expensive if the house were heated with steam coils. In considering the installation of gas in a smokehouse, it should be remembered that steam heat for the

heating of the smokehouse is cheaper than gas. The combination of gas and steam is the best—gas to produce the smoke from the sawdust and steam coils to heat the house.

**Installation.**—In locating coils in a smokehouse, where smoking is to be done with gas, the coils should be placed in the space between the bottom of the cages and the fire, making continuous coils running along one side, across the back of the smokehouse and along the other side. The coils should fit into a header at each end.

These coils generally consist of 1½ in. pipe. There are 10 of them with a 4 in. space between and the coils should be set 6 in. from the wall.

The steam feeds into the top of one of the headers and the condensate drains out of the bottom of the other header through a trap. This trap should be so located that it is easy to inspect as it should be examined at least every other day to see that the condensate is being removed promptly.

The inquirer says he uses 60 lbs. steam pressure in winter and 20 lbs. in summer. There is not much difference, if the condensate is removed as formed.

In regard to the addition of another row on the sausage cages. Placing the sausage closer to the fire than 8 ft. is advised against. If the meat is too close to the fire it will result in a heavy shrink.

As to the possibility of getting good results with gas compared with wood and sawdust, in general better results are secured with the gas because of the better control.

## To Make Bockwurst

Cold weather is the bockwurst season. Formerly this product was made only in the spring of the year, but now it is popular throughout the winter.

Bockwurst is a highly perishable product, and should be made only on order or in small quantities.

Following is a formula that has been found to produce an excellent sausage. It can be made in small lots and tried out in the trade, but the bockwurst business should be put on a strictly order basis as soon as possible.

### Meats:

35 per cent boneless veal.

65 per cent reasonably lean pork trimmings, about 65 per cent lean and 35 per cent fat.

### Seasoning:

6 oz. ground white pepper.

4 oz. granulated sugar.

1½ oz. ground mace.

1 oz. ground cloves.

Teaspoon lemon extract.

1 doz. raw eggs.

8 oz. chives.

1 gal. cold milk.

If salt is used it should be in limited quantity—1½ lbs. to 100 lbs. of finished meat. Some manufacturers include some highly salty beef trimmings and the salt in these is all that is required to make a first-class product.

Grind the veal and pork through ½ inch plate of hashing machine. Weigh off in proper proportions and put in silent cutting machine. Chop the veal first for about 1 minute, then add the pork trimmings and chop all together for about 2 minutes additional.

Be careful not to chop the pork trimmings fine enough so they will render to grease. The consistency of the product should be about the same as for high grade frankfurts.

Add the eggs, cold milk and seasoning in the silent cutting machine when chopping.

The product is stuffed in sheep casings, and is neither smoked nor cooked.

## Figuring Smoked Meat Costs

What does it cost to smoke meats?

How do you arrive at such a cost?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product—wrapped, packed and ready to ship?

Do you figure in everything, including shrinkage, labor, operating costs, overhead, supplies, etc.

In arriving at smoked cost from cured do you divide price by yield, or multiply by shrink?

There is a right and wrong way, and the latter will cost you money.

**THE NATIONAL PROVISIONER** has made a reprint of its information on "Figuring Smoked Meat Costs." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp.

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Figuring Smoked Meat Costs."

Name .....

Street .....

City .....

Enclosed find a 2c stamp.

February 25, 1928.

## THE NATIONAL PROVISIONER

25

## Meat Meal Troubles

What causes meat meal to "cake" in the sacks?

An Eastern manufacturer of this product is having trouble with it caking, and wants to know what causes this trouble. He says:

Editor: The National Provisioner:

Can you offer a suggestion or give a preventive against finely ground cracklings or so-called fine meat meal for poultry from caking solid in 100 lb. sacks in 5 or 6 hours to a couple of days after sacking same from the hopper?

I might say that our cracklings run 8 to 10 per cent fat, and about 4½ to 6½ per cent moisture.

Any help you can give us in overcoming this trouble will be very much appreciated.

This inquirer says that his cracklings contain only 4½ to 6½ per cent moisture, yet they cake in the bag in 5 or 6 hours to a couple of days after sacking.

It would be well for him to check up on his moisture and fat content, as there is evidently some error in these figures. If the cracklings are damp the moisture causes caking, but the moisture would have to be over 12 per cent to cause this. Cracklings will not cake if the fat and moisture content do not exceed the figures specified by the inquirer.

There is a possibility that a large percentage of gluey material rendered—such as pigsfeet, soft bones, skins, etc.—might cause caking. But this trouble is almost unheard of, except where the moisture content is fairly high.

## PIMENTO OR PIMIENTO?

Depending on the way it is spelled, there is a difference in the meaning of the terms "pimento" and "pimiento," in labelled products, according to the U. S. Bureau of Animal Industry. "Pimento" is applicable to allspice, while "pimiento" is used to designate Spanish paprika or paprika similar to the Spanish product. Commenting on this, the bureau says:

"It has come to the attention of the bureau that some establishments which use pimiento in the preparation of meat food products refer to such substance as "pimento." According to standards adopted by the department the term "pimento" is applicable to allspice while the term "pimiento" is properly used to designate Spanish paprika or paprika having the characteristics of that grown in Spain. It is probable that in some instances the presence of pimiento has been incorrectly declared on labels as "pimento."

"Inspectors in charge should investigate this matter at their respective stations, and if such inconsistencies are found, information should be promptly forwarded to the Washington office indicating the approval numbers of the materials involved, the quantity of such materials on hand, and the length of time estimated to exhaust the supply."

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic.

## STERILIZING CANNED MEATS.

In sterilizing canned corned beef the penetration of the heat to the center of the can proceeds very slowly. In a series of processing studies made in the research laboratories of the National Canners' Association it was determined that the temperature at the center of a 24-oz. can of corned beef had increased to only 152 degs. during the process of heating the retort.

Six minutes after the retort reached the holding temperature of 240 degs., the center of this can of corned beef had reached a temperature of only 168 degs. After the process had continued 30 minutes at a temperature of 240 degs. the temperature at the center of the can was only 215½ degs., and after 50 minutes it was only 230 degs.

It would thus appear that about two hours are required to bring the temperature at the center of the can to the holding temperature of the retort.

These facts were given in a paper read by W. D. Bigelow, director of the research laboratories of the National Canners' Association, at the annual convention of the association held recently.

Speaking further on the subject of

## Temperatures!

Do you watch them

- In the hog scalding vat?
- " " rendering kettle?
- " " lard tank?
- " " ham boiling vat?
- " " sausage kitchen?
- " " smoke house?
- " " meat cooler?
- " " tank room?

Or in a dozen other places in your plant?

*If you do not, you are losing money every day.*

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with 5c in stamps.

THE NATIONAL PROVISIONER,  
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sterilizing canned corned beef and other canned meats, Mr. Bigelow said that the heat of processing probably begins to exert a sterilizing value in something like ten minutes after the beginning of the process when the temperature at the center of the can is only about 180 degs.

At such a temperature, he said, the sterilizing value is very slight indeed. It increases, however, with increasing temperature so that each succeeding minute of the process increases its sterilizing value until the maximum temperature is reached.

The speaker made it clear that the idea in sterilizing canned products is not necessarily to heat all portions of the content of the can to the full temperature of the retort. Sterilization does not depend entirely on the temperature at which all portions of the contents are heated, but on the combination of time and temperature.

Heat penetration studies, Mr. Bigelow said, are of no value in themselves. In order to apply them to the processing of canned foods, it is necessary to have as full information as possible regarding the resistance to heat of the spores of spoilage bacteria. The laboratory, the speaker said further, has given little attention to the spoilage of meat, but from the information it has it appears probable that putrefactive anaerobes will be found to be the chief cause of spoilage.

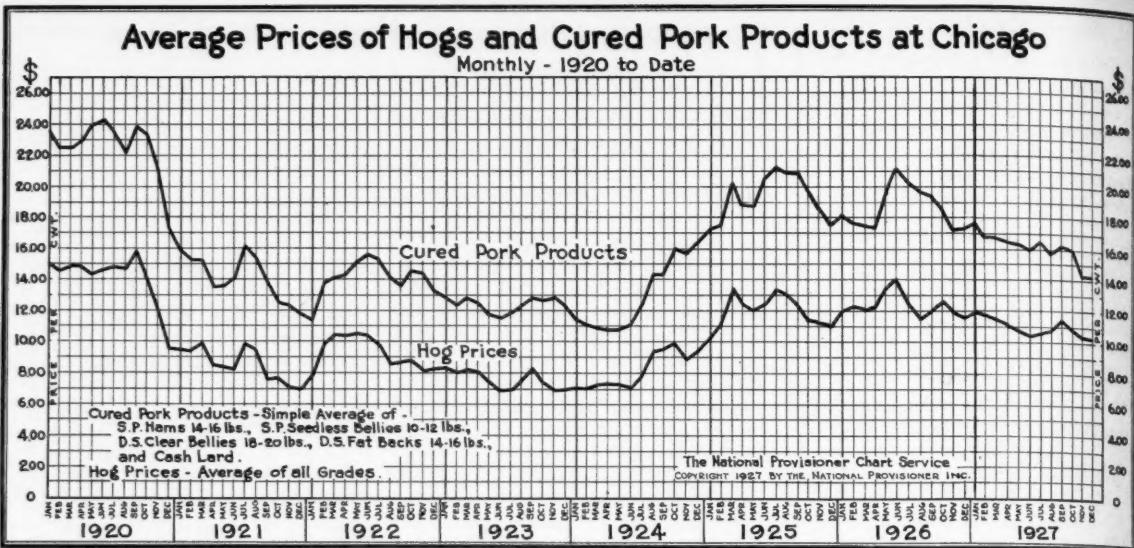
This subject should be studied, he said. Samples of spoiled meat should be examined, and if none is now being found among packs of commercial meat canners information on this subject probably could be obtained by deliberately under processing some small experimental packs.

A bacteriological survey of meat canning plants would also probably throw some light on the subject, Mr. Bigelow said. There appears to be no doubt but that the methods that have been developed in the processing studies that have been conducted with certain canned vegetables will serve as a valuable guide for similar studies in connection with the canning of meat.

## MOTOR TRUCK RECORDS BROKEN.

Record receipts of hogs by motor truck are reported from the Omaha market on February 21, when 9,479 head were received. Up to and including that day receipts by truck so far this month total 90,000 head. It is estimated that the receipts for February will exceed the record made in January, when 109,331 hogs arrived by truck.

On the same day 1,457 head of cattle and 354 calves came in motor trucks. The largest receipts of cattle by auto truck in the history of the market are expected for February.

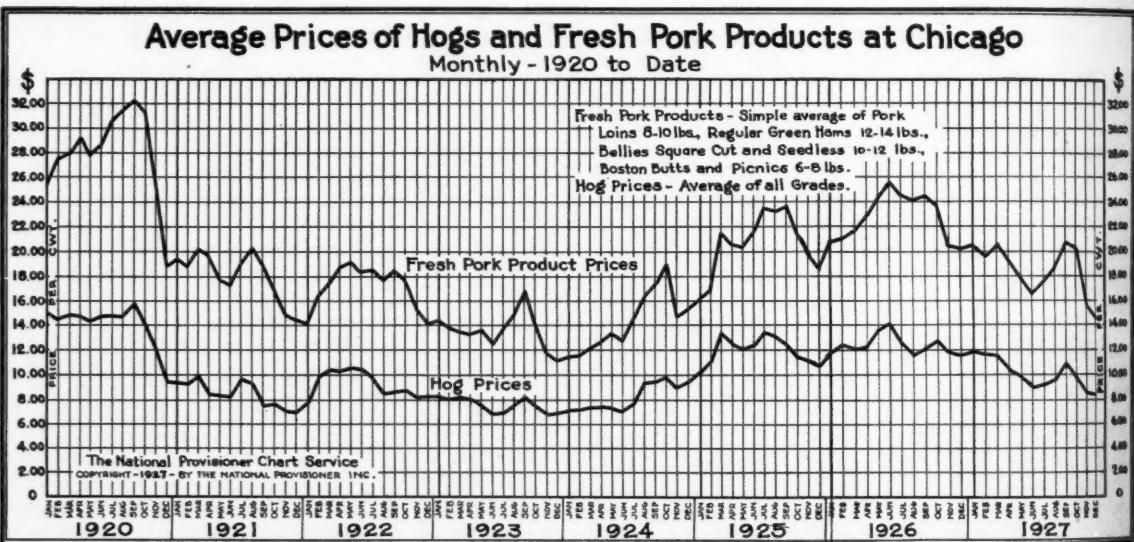


These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trends of prices of fresh and cured pork products and live hogs at Chicago for the past eight years.

In that period there have been sharp fluctuations from the high time of 1920 to the low periods of 1923 and 1924, when there were more hogs than ever before in the history of the packing industry.

In general, however, the price of product, both fresh and cured, has shown an unusually close parallel to the price of live hogs. This is rather remarkable, in view of the fact that many conditions outside the live market or the supply of pork can and do have a marked influence on costs.

For example, in the years 1920, 1925 and 1926 the prices of both fresh and cured product are farther removed from the price of live hogs than in most other years. This is undoubtedly due to the unusual prosperity and strong buying power of the consuming public during these years. Money was plentiful and demand good.



#### EUROPEAN PROVISION CABLES.

The market at Hamburg for the week ended, Feb. 18, 1928, was slightly improved for refined lard, other provisions show little alteration, says James T. Scott, American trade commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 1,281 metric tons. Arrivals

of hogs at twenty of Germany's most important markets were 119,000, at a top Berlin price of 12.76c a pound, compared with 90,000, at 14.71c a pound, for the same week last year.

The Rotterdam market was dull, with decreased prices.

The market at Liverpool was rather quiet.

The total of pigs bought in Ireland

for bacon curing was 23,500 for the week.

The estimated slaughter of Danish hogs for the week ending February 17, 1928, was 98,000.

#### LARD AND GREASE EXPORTS.

Exports of lard from New York, Feb. 1, 1928, to Feb. 15, 1928, 32,147,160 lbs.; tallow, none; grease, 3,387,600 lbs.; stearine, 68,800 lbs.

# Provision and Lard Markets

## WEEKLY REVIEW

### Market Weaker—Hog Run Continues Large—Hogs Barely Steady—Cash Trade Fair—Stocks Increasing—Sentiment Mixed—Hedge Pressure Factor.

A fairly active trade continued to feature the market for hog products the past week, and conditions generally showed little change from those prevailing of late. The market is still feeling the influence of heavy hog marketings and constant hedge pressure from packers and warehousemen.

The position of meats was somewhat different from that prevailing in fats, with the demand for meats fairly good. Trade in fats was also of fair proportions, but with stocks steadily increasing owing to the enormous daily marketings of hogs.

Under these conditions it was not surprising to uncover very limited speculative buying power from time to time. At the same time, it was more or less surprising to have lard values hold the way they have.

Commission house absorption has been quite good on the decline, apparently based on the moderate prices prevailing as well as on the expectations that sooner or later there must of necessity be some letup in the hog run. At the same time the feeling is spreading that, with stocks increasing, the market is apt to run into a better class of support a little later on, and as a result scale down buying is being advocated in some speculative quarters.

#### Hog Prices Lower.

The fact that lard continues to undersell compound is helping distribution of lard somewhat, but nevertheless this condition is making for large visible stocks of cotton oil, which is not a help to the fat price in general. Buying of lard against sales of cotton oil futures is on from time to time, but it is evident that the market for hog products is feeling the larger supply of live hogs in the country than a year ago, as well as the unprofitable feeding basis between corn and hogs.

The hog price was barely steady during the week, and at Chicago averaged \$8.10 against \$8.15 the previous week, and \$11.70 last year.

Dollar corn continues. The price of this basic feedstuff, it would seem, must sooner or later be reflected in hogs, and probably will be after the urgent liquidation of live hogs has ceased. It has been the experience for years that the supply of hogs in the country swings with the feeding differential between hogs and corn and with the latter unsatisfactory, apparently the raiser is reducing his supply of animals.

Later in the season, the reverse of the present condition will probably be

witnessed, but in the meantime it is difficult for the market to take the hedge pressure and advance. A large hedging short interest is being built up in lard which will have to be lifted later on when the cash products are disposed of.

#### Lard Demand Good.

Domestic demand for lard continues of a fairly good size, while export trade apparently has been better than reported, as judged by the clearances from the seaboard of late. Another important factor that may cut considerable figure later in the year, is the claims that livestock is being liquidated abroad due to the high costs of feeding

stuffs.

Europe has been forced to come to this country for corn supplies, and has been paying high prices for barley and other feedstuffs for some months past. As far as the European animal situation is concerned, the new corn crop developments in the Argentine will be a vital factor during the next few months.

The Government report on cold storage holdings of meats at the beginning of this month showed a total supply of 794,319,000 lbs. compared with 750,563,000 lbs. a year ago, and a five year average of 866,137,000 lbs. The supply of other meats was smaller comparatively. The stock of lard in the country at the beginning of the month was 83,780,000 lbs. compared with 69,576,000 lbs. a year ago, and a five year average of 71,373,000 lbs.

**PORK**—The market was moderately active but firm, with mess New York, quoted at \$30.50; family, \$35.00@36.00; fat backs, \$31.00@33.00. At Chicago, mess was quoted at \$27.00.

**LARD**—The market in the east was irregular, with a fairly steady tone, although domestic trade was fair. At New York, prime western was quoted at \$11.75@11.85; middle western, \$11.50@11.60; city, 11½c; refined Continent, 12½c; South America, 13½c; Brazil kegs, 14½c; compound, car lots, 11½c; less than cars, 11½@12c.

At Chicago, regular lard in round lots was quoted at 35c under May; loose lard, \$1.15 under May; leaf lard, \$1.65 under May.

**BEEF**—The market was firm with a fair demand and no pressure of supplies. At New York, mess was quoted at \$23.00@24.00; packet, \$25.00@27.00; family, \$32.00@34.00; extra India mess, \$40.00@42.00; No. 1, canned corned beef, \$3.40; No. 2, \$6.00; South America, \$16.75 for 6 lbs.; pickled tongues, \$55.00@60.00, nominal.

See page 33 for later markets.

#### Pork Production and Exports

Estimated annual production of pork, exclusive of lard, from 1900 to 1927, inclusive, and the exports of this product during the same period, are reported in millions of pounds as follows

by the U. S. Department of Agriculture:

Cal. year.	Slaughter* Fed.			
	Total. Million pounds.	inspected. Million pounds.	Other. Million pounds.	Exports. Million pounds.
1900	5,912	2,728	3,184	847
1901	5,895	2,752	3,143	859
1902	5,934	2,587	2,947	641
1903	5,485	2,543	2,922	569
1904	5,867	2,819	3,048	585
1905	5,748	2,739	3,009	694
1906	5,976	2,930	3,046	733
1907	6,333	3,763	2,570	615
1908	6,617	4,135	2,482	632
1909	6,024	3,545	2,479	485
1910	5,649	3,112	2,537	324
1911	6,596	3,977	2,619	470
1912	6,407	3,802	2,605	436
1913	6,622	3,958	2,684	468
1914	6,530	3,815	2,715	393
1915	6,971	4,253	2,718	913
1916	7,386	4,660	2,726	1,022
1917	6,139	3,650	2,489	941
1918	7,854	4,987	2,867	1,714
1919	7,832	4,901	2,841	1,878
1920	7,455	4,539	2,916	929
1921	7,645	4,730	2,915	759
1922	8,260	5,157	3,103	727
1923	6,955	6,351	3,244	960
1924	9,279	6,057	3,222	735
1925	8,255	5,235	3,020	549
1926	8,181	5,099	3,082	426
1927	8,533	5,495	3,038	316

\*Dressed weight.

The imports of pork products during this period were negligible, the largest imports being in 1914, when 31,000,000 lbs. were received. The next highest year was 1926, with 12,000,000 lbs. This quantity jumped in 1927 to 21,000,000 lbs., being influenced largely by the imports of pork products from Canada.

#### CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for the first month of 1928, with comparisons, are reported as follows:

LARD PRODUCED, CONSUMED AND STOCKS		
(A) (1) PRODUCED.	1928. Pounds.	1927. Pounds.
January .....	Not available	148,790,000
Total .....	Not available	148,790,000
(B) (2) EXPORTS.	1928. Pounds.	1927. Pounds.
January .....	Not available	61,395,426
Total .....	Not available	61,395,426
(C) DOMESTIC.	1928. Pounds.	1927. Pounds.
January .....	Not available	67,810,574
Total .....	Not available	67,810,574
TOTAL.	1928. Pounds.	1927. Pounds.
January .....	Not available	129,206,000
Total .....	Not available	129,206,000
(D) STOCKS HELD END OF MONTH.	1928. Pounds.	1927. Pounds.
On hand begin'g of year.	54,856,000	49,992,000
January .....	83,790,000	69,576,000

(A) Includes entire production, both neutral and other edible, by federally inspected plants and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(1) Source: U. S. Bureau of Agricultural Economics.

(2) Source: U. S. Bureau of Foreign and Domestic Commerce.



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The Cincinnati Butchers' Supply Co.  
Cincinnati-Chicago

**\$300<sup>00</sup>  
to  
\$495<sup>00</sup>**

**WHOLESALE DRESSED MEAT PRICES.**  
Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Feb. 23, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>STEERS (Hvy. Wt., 700 lbs. up):</b>				
Choice	\$21.50@23.50	\$21.00@22.00	\$20.50@22.00	
Good	18.50@21.50	20.00@21.00	18.00@20.50	20.00@21.00
<b>STEERS (Lt. &amp; Med. Wt., 700 lbs. dn.):</b>				
Choice	20.00@22.00		20.50@22.00	
Good	18.00@20.00	18.00@20.00	18.00@20.50	19.00@21.00
<b>STEERS (All Weights):</b>				
Medium	16.00@18.00	18.00@19.00	16.50@18.00	
Common	14.00@16.00			
<b>COWS:</b>				
Good	15.50@17.00	16.50@17.50	15.50@17.00	15.00@16.00
Medium	14.00@15.50	15.00@16.50	14.50@15.50	14.00@15.00
Common	12.50@14.00	14.00@15.00	13.50@14.50	12.50@14.00
<b>Fresh Veal (1):</b>				
<b>VEALERS:</b>				
Choice	25.00@26.00		25.00@27.00	24.00@25.00
Good	23.00@25.00	20.00@22.00	23.00@25.00	21.00@23.00
Medium	20.00@23.00	17.00@20.00	20.00@23.00	18.00@20.00
Common	18.00@20.00	16.00@17.00	18.00@20.00	15.00@18.00
<b>CALF CARCASSES (2):</b>				
Choice				
Good		16.00@18.00		17.00@19.00
Medium		15.00@16.00		16.00@17.00
Common				
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (30-42 lbs.):</b>				
Choice	26.00@27.00	27.00@28.00	26.00@28.00	27.00@28.00
Good	25.00@26.00	26.00@27.00	25.00@27.00	25.00@27.00
<b>LAMB (42-55 lbs.):</b>				
Choice	23.00@26.00	24.00@28.00	24.00@26.00	25.00@26.00
Good	22.00@25.00	23.00@25.00	23.00@25.00	23.00@25.00
<b>LAMB (All Weights):</b>				
Medium	22.00@25.00	22.00@24.00	23.00@25.00	23.00@25.00
Common	21.00@24.00		22.00@24.00	18.00@22.00
<b>MUTTON (Ewes):</b>				
Good	14.00@16.00	14.00@16.00	15.00@17.00	15.00@16.00
Medium	12.50@14.50	12.00@14.00	13.00@15.00	13.00@15.00
Common	10.00@12.50	10.00@12.00	11.00@13.00	12.00@13.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.	14.00@15.50	14.50@15.50	15.00@16.50	15.50@17.00
10-12 lbs. av.	13.50@15.00	14.00@15.00	14.50@16.00	
12-15 lbs. av.	12.50@14.00	13.00@14.00	13.00@14.50	13.50@15.00
15-18 lbs. av.	12.00@13.50	12.00@13.00	12.50@13.50	13.00@14.00
18-22 lbs. av.	11.50@12.50	11.00@12.00	11.50@12.50	12.50@13.50
<b>SHOULDERS:</b>				
N. Y. Style—Skinned	10.00@12.00		11.50@13.00	11.00@13.00
<b>PICNICS:</b>				
4-6 lb. av.		12.00@13.00	11.00@12.50	11.50@12.50
6-8 lb. av.		11.50@12.50	10.50@11.50	11.00@12.00
<b>BUTTS: Boston Style</b>	12.50@14.00		14.00@15.50	14.00@16.00
<b>SPARE RIBS: Half Sheets</b>	8.00@10.00			
<b>TRIMMINGS:</b>				
Regular	6.50@ 8.00			
Lean	12.00@13.50			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

### Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained by writing to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

### Southwestern Meat Rates Found Unreasonable.

A revision of freight rates, based on mileage scales, on fresh meats and packing-house products, in the Southwest and between that section and various points outside, was prescribed by the Interstate Commerce Commission in lieu of a plan of revision proposed by the railroads, in a report and order in Investigation and Suspension Docket No. 2595 and related cases.

The Commission found not to be justified the rates proposed by the railroads on meats and packing-house products, including lard substitutes and vegetable cooking oils, in straight and mixed carloads, between points in southwestern territory, from points in that territory to Kansas City, Mo.; Chicago, Ill.; St. Louis, Mo., and Mississippi River crossings south thereof, and points beyond basing thereon, also from points in western trunk-line territory to destinations in southwestern territory.

The schedules, which had been suspended by the commission pending the investigation, were ordered canceled without prejudice to the establishment of rates on the bases found reasonable.

Rates on fresh meats and packing-house products, in straight and mixed carloads, from points in western trunk-line territory to destination in southwestern territory, were found unreasonable in the past and reparation was awarded the shippers in five of the cases involved.

### CANADIAN EXPORTS TO U. S.

Increases in January exports of cattle and beef to the United States, and decreases in the live hogs and fresh and cured pork, compared with January, 1927, are reported as follows:

Jan., '28.	Jan., '27.
Cattle to Gt. Br., No. ....	2,429
Cattle to U. S. A., No. ....	6,855
Total, No. ....	7,662
Calves to U. S. A., No. ....	2,738
Total, No. ....	2,738
Hogs to U. S. A., No. ....	5,345
Total, No. ....	35,958
Sheep to U. S. A., No. ....	200
Total, No. ....	200
Beef to Gt. Br., lbs. ....	262,700
Beef to U. S. A., lbs. ....	2,591,700
Total, lbs. ....	2,960,300
Bacon to Gt. Br., lbs. ....	4,220,100
Bacon to U. S. A., lbs. ....	426,300
Total lbs. ....	4,626,400
Pork to Gt. Br., lbs. ....	1,538,700
Pork to U. S. A., lbs. ....	415,000
Total, lbs. ....	1,953,700
Mutton to Gt. Br., lbs. ....	600
Mutton to U. S. A., lbs. ....	4,469
Total, lbs. ....	43,900

# Tallow and Grease Markets

## WEEKLY REVIEW

### By-Products Markets

Chicago, Feb. 23, 1928.

#### Blood.

Dark colored blood may be bought at \$4.90 per unit ammonia, f.o.b. Chicago. Best quality steam dried blood is nominally \$5.00 per unit ammonia f.o.b. mid-west points.

Unit Ammonia.

Ground and unground.....\$5.00@5.15

#### Gelatine and Glue Stocks.

It is still possible to obtain packer jaws, skulls and knuckles at \$45.00@45.50, delivered Chicago. Buyers' ideas on yearly contracts are \$43.50. Sinews pizzles and hide trimmings are selling for \$35 delivered middle west for prompt shipment or on contract.

Per Ton.  
Kip and calf stock.....\$32.00@42.00  
Rejected manufacturing bones.....\$2.00@55.00  
Horn pits.....40.00@45.50  
Cattle jaws, skulls and knuckles.....45.00@45.50  
Sinews, pizzles and hide trimmings.....@35.00

#### Animal Hair.

This market continues quiet. Winter coil dried hog hair can be purchased at \$40.00 per ton delivered middle west and eastern points. Winter processed hog hair is salable at prices ranging from 4 1/2@6c per pound, depending on quality, and good quality summer processed is selling for 3c per pound, middle west delivery.

Per Pound.  
Coil and field dried.....1 1/4@2 1/2c  
Processed grey.....3 @6 c  
Black dyed.....6 @8 1/2c  
Cattle switches each.....5 @5 1/2c

\*According to count.

#### Pig Skins.

There has been good inquiry for No. 1 strips green salted for tanning purposes for any shipment this year.

Per Pound.  
Tanner grades.....8 1/2 @ 9 1/2c  
Edible grades, unassorted.....4 @4 1/2c

#### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Feb. 21, 1928.

There has been quite some shifting around of prices of fertilizer materials within a week, some up, and more of them down.

Dried blood sold at \$4.90 f. o. b. New York, with some sellers holding for a higher price. South American is offered at \$4.75 c. i. f., and counted bids are solicited for shipment from South America late February and early March at seller's option.

Ground animal tankage sold at \$4.75 and 10c basis f. o. b. New York for prompt shipment, with one seller holding for \$4.90 and 10c. There is but a limited demand just now for blood or tankage from either the fertilizer or feeding trade.

Sulphate of ammonia sold at \$52.00 per ton, delivered northern points, in bulk, and the demand is far greater than the supply.

Strange to say, nitrate of soda is just when it should strengthen, in view of the strong position of sulphate. Importers are quoting \$2.30 at most ports, and resale lots are to be had under that price at several ports for February and March delivery.

#### Unit Ammonia.

Ground, 11 1/2@12% ammonia.....\$4.75@5.00

Ground, 6 to 8% ammonia.....4.50@4.75

Unground, 11 to 13% ammonia.....4.65@4.85

Unground, 6 to 8% ammonia.....4.40@4.65

Liquid stick, 7 to 11% ammonia.....4.00@4.25

#### Fertilizer Materials.

There has been little or no trading in fertilizer materials for the past week. Producers are offering high grade 10 per cent ground at \$4.00 and 10c, Chicago. Low grade bone tankage is in very good demand and will bring \$23.00@25.00 per ton, depending upon quality, quantity and point of shipment.

#### Unit Ammonia.

High grd., ground, 10-11% ammonia.....\$3.90@4.10

Lower grade, ground &amp; ungrd. 6-9% am. 3.00@3.50

Hoof meal.....3.25@3.50

#### Bone Meals.

The bone meals market is steady, with values unchanged from those of the past several weeks:

#### Per Ton.

Raw bone meal.....\$50.00@55.00

Steam, ground.....28.00@30.00

Steam, unground.....26.00@28.00

#### Cracklings.

Buyers' views are at least 5c per unit lower than the price obtainable for unground expeller and cake cracklings of average quality last week. Sales of a few cars are reported at \$1.07 1/2@1.10. The trade are looking for lower levels.

#### Per Ton.

Hard pressed and exp. unground, per unit protein.....\$1.07 1/2@1.10

Soft prod. pork, ac. grease &amp; quality 85.00@90.00

Soft prod. beef, ac. grease &amp; quality 50.00@55.00

#### Horns, Bones and Hoofs.

Last sales of South American packer bones are reported at \$40.00, c.i.f. U. S. ports. Junk bones are selling at \$30@32, delivered Chicago.

#### Per Ton.

Horns.....\$50.00@100.00

Round shin bones.....55.00@90.00

Flat shin bones.....50.00@60.00

Cattle hoofs.....@40.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

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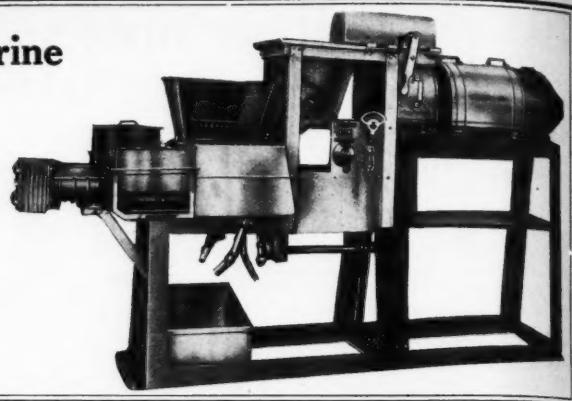
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### COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November and December, 1927, and January, 1928, with comparisons for last season, based on federal census reports, has been prepared by Aspegren & Co. It is as follows:

#### MOVEMENT OF SEED AT CRUDE MILLS.

	Tons received.	On hand end of month.
	1927-28.	1926-27.
On hd. start of season	89,784	23,249
August	290,422	138,164
September	1,007,261	976,295
October	1,282,625	1,502,131
November	848,706	1,224,487
December	483,281	854,735
January	339,212	581,856
Total	4,341,291	5,300,917
	Tons crushed.	
	1927-28.	1926-27.
August	161,423	74,731
September	581,090	476,142
October	876,630	934,643
November	782,681	984,562
December	605,206	942,976
January	570,408	849,721
Total	3,577,438	4,262,775
	On hand end of month.	
	1927-28.	1926-27.
August	218,783	86,682
September	644,954	586,635
October	1,009,159	1,156,247
November	1,113,974	1,391,622
December	902,049	1,303,681
January	763,353	1,035,768
Total	3,577,438	4,262,775
	Tons.	Tons.
Estimated seed receipts at crude mills season 1927-28	4,476,150	6,879,447
On hand beginning of season	89,784	23,249
Total	4,565,934	6,402,696
Of which is so far crushed	3,577,438	4,262,775
Destroyed at mills	500	2,376
Seed on hand	763,353	1,035,768
Seed still to be received	224,643	1,101,779

763,353 tons seed on hand at 310 lbs. crude oil per ton is equivalent to 236,639,490 lbs. crude oil, which at 7½ per cent refining loss equals 218,891,473 lbs. refined oil, or 547,229 barrels.

224,643 tons seed still to be received at 310 lbs. crude oil per ton is equivalent to 69,639,330 lbs. crude oil, which at 7½ per cent refining loss, equals 64,416,380 lbs. refined oil, or 161,041 barrels.

#### MOVEMENT OF CRUDE AT OIL MILLS.

	Pounds produced.	On hand end of month.
	1927-28.	1926-27.
On hand start of season	5,422,887	1,776,175
August	46,211,512	20,688,595
September	178,017,837	139,627,744
October	272,547,281	282,405,595
November	247,523,025	297,691,258
December	192,056,529	277,402,946
January	181,022,220	250,386,020
Total	1,122,801,241	1,260,978,363
	Shipments.	
	1927-28.	1926-27.
August	36,975,077	15,965,700
September	133,839,490	134,585,938
October	230,116,250	232,654,720
November	281,661,781	272,622,449
December	181,470,061	225,066,079
January	170,807,536	244,017,286
Total	984,870,235	1,154,512,122

#### On hand end of month.

	1927-28.	1926-27.
August	14,659,322	6,599,070
September	101,268,650	31,640,906
October	117,128,884	61,591,781
November	127,716,322	109,097,457
December	137,931,006	115,406,241

#### AVERAGE REFINING LOSS.

During January, 153,767,251 lbs. crude oil yielded 143,378,304 lbs. refined oil, 6.76 per cent loss compared to 9.05 loss last year.

Total, 920,700,477 lbs. crude oil yielded 833,052,497 lbs. refined oil, 7.35 per cent loss compared to 8.50 per cent loss last year.

#### SHIPMENTS OF REFINED OIL.

Export pounds.

	1927-28.	1926-27.
At mills.	137,931,006	7,333,557
At refineries.		
In transit to refineries and consumers	23,254,605	
Total	168,519,183	

#### DISTRIBUTION CRUDE OIL HOLDINGS.

Jan. 31, 1928.

	Lbs.
At mills.	137,931,006
At refineries.	7,333,557
In transit to refineries and consumers	23,254,605
Total	168,519,183

#### CRUSH PER TON.

During January, 570,408 tons seed produced 181,022,220 lbs. crude oil, equivalent to 317.4 lbs. per ton, or 15.9 per cent, compared to 14.7 per cent last year.

Total, 3,577,438 tons seeds produced 1,117,378,354 lbs. crude oil, equivalent to 312.3 lbs. per ton, or 15.6 per cent, compared to 14.9 per cent last year.

#### REFINED OIL.

##### Pounds produced.

	1927-28.	1926-27.
On hand start of season	378,612,700	145,670,884
August	32,210,340	18,258,565
September	100,848,811	75,682,970
October	18,120,115	21,182,668
November	208,887,929	237,890,218
December	176,051,019	229,219,939
January	145,378,304	206,929,373
Total	1,231,665,197	1,125,154,607

#### DISTRIBUTION REFINED OIL HOLDINGS.

Aug. 1, 1927. Aug. 31, 1927.

	Lbs.
At refineries.	358,009,083
At other places.	9,784,634
In transit from refineries	10,818,983
Total	378,612,700

Sept. 30, 1927. Oct. 31, 1927.

	Lbs.
At refineries.	201,012,785
At other places.	13,061,608
In transit from refineries	11,706,657
Total	225,782,051

Nov. 30, 1927. Dec. 31, 1927.

	Lbs.
At refineries.	403,161,157
At other places.	6,735,064
In transit from refineries	5,937,030
Total	415,833,251

Jan. 31, 1928.

	Lbs.
At refineries.	521,195,261
At other places.	9,646,565
In transit from refineries	7,414,875
Total	538,256,701

\*Actual. \*Available.

February 25, 1928.

THE NATIONAL PROVISIONER

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# Vegetable Oil Markets

## WEEKLY REVIEW

**Market Broad—Prices Weaker—March Liquidation Heavy—Cash Trade Quieter—Crude Steady—Lard Weak—Sentiment More Divided.**

The cottonoil future market on the New York Produce Exchange the past week continued to experience a broad general trade. However, the undertone was easier and prices somewhat lower than the previous week. The March delivery sold into new low ground for the season under persistent scattered liquidation by longs, the greater part of which was transferred to the distant deliveries. The result was that the March discount widened to 43 points under May and 72 points under July.

Refiners' brokers were persistent buyers of March and sellers of the later months, transferring their hedges, while speculators short of March and long of futures were absorbing March in the way of undoing switches. Conditions surrounding the market showed very little change but the situation as a whole was one that was not encouraging to holders.

The outlook was for deliveries of about 10,000 bbls. on March contracts, with the bulk of this oil now in store here. The outside markets were irregular, with the hog run still comparatively heavy and making for continually unfavorable competing situation between compound and pure lard.

### High Corn Affects Oil.

Aside from selling of the late months against purchases of March by refiners, there was little or no fresh hedge pressure on the market the past week and this fact helped to widen the discount of the nearby delivery. Commission houses, shorts, and wire houses were scattered buyers on the declines, and the market was helped at times by upturns in cotton and strength in grains. The advance in corn, however, while constructive for hog values later on, apparently was still making for liquidation of hogs and, therefore, had a depressing influence upon the fat situation.

Buyers and sellers in the crude market were apart. The result was that bids in the southeast and Valley of 7 1/4c and in Texas of 7 1/2c failed to bring

out much oil. Mills are inclined to hold for better prices. This condition, however, was ignored and in fact most all other considerations were overshadowed by the March liquidation. It was evident that the open interest in March was larger than anyone had dreamed of.

In refining quarters and in some speculative circles, the position of the market was still looked upon as one favorable for further declines. It was held that without broad consuming demand, or material betterment in lard, it would be difficult to strengthen the position of the nearby months. Some refiners expressed the belief that after March was out of the way liquidation would set in in the May delivery and

### SOUTHERN MARKETS.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 23, 1928.—Liberal stocks of hogs, lard and oil contributed to draggy market throughout the week. Mills continue to offer crude sparingly which tends to decrease consumption, especially in the soap kettle. Crude is steady at 7 1/4c bid east of river and 7 1/2c west of river. Bleachable is in fair demand. With prospects for heavy tenders here and at New York against March contracts, futures may touch new lows for the season, followed by freer business and possibly better prices.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 23, 1928.—Crude, 7 1/4c Valley with no sales; forty-one per cent cottonseed meal, \$45.50; loose cottonseed hulls, \$7.50 Memphis.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 23, 1928.—Dallas markets prime cottonseed oil delivered at Dallas, \$41.00; prime crude oil f.o.b., 7 1/4c@7 1/2c; forty-three per cent cake and meal, \$43.00; hulls, \$10.00; mill run linters, 3 1/2c@5c. There were heavy rains the early part of the week and colder weather. The markets generally are dull. There is very little trading.

the May would widen its discount under the July.

Some of the ring crowd, however, felt that with the March tenders out of the way, and the technical position of the market strengthened, a period of four weeks or so would set in before May liquidation materialized. The possibilities are that a better market would develop particularly should any important cash oil business materialize.

#### Lard a Strong Competitor.

As a whole the situation is one of supply and demand, and while the price level of the commodity naturally enters into consumption, the fact remains that while cottonoil is reasonably low at the present levels, pure lard is still taking away part of the compound business and the largest distribution of cottonoil is in the shape of shortening.

Efforts to bring about a reduction in the cotton acreage on the part of the south are being watched closely, and as a whole the trade does not look for the increase in area that was indicated a short while back. However, numerous reports coming here from the south still indicate that the area will be increased somewhat, although concerted efforts to check any increase might bear fruit between now and planting time.

The acreage planted is a vital factor, as it is evident that the carryover of cottonoil will be quite large again this season which with a large new cotton crop would again make for a situation where available supplies will be materially above seasonal requirements.

Cold storage holdings of lard at the beginning of February in the U. S. were reported at 83,780,000 lbs. compared with 69,576,000 lbs. a year ago and a five year average of 71,373,000 lbs.

The open interest in the oil market remains very large. The daily fluctuations are over modest limits, the result of this large open interest with the buying power, broad on the breaks and the selling large in general on the bulges. Sentiment, as a rule, is greatly divided, but it is evident that some new feature is needed on the constructive side to bring about any sharp upturn, while the price level and the steady decline has discounted greatly

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a good many of the outstanding bearish factors.

**COTTONSEED OIL**—Market transactions:

**Friday, Feb. 17, 1928.**

	—Range—	—Closing—
Spot	Sales. High. Low.	Bid. Asked.
Feb.	910 a	....
Mar.	910 a	....
Apr.	915 a	916
May	920 a	940
June	955 a	965
July	971 a	....
Aug.	982 a	984
Sept.	986 a	984
Total Sales, including switches, 16,000 bbls. P. Crude S. E. 7 1/4 Bid.		

**Saturday, Feb. 18, 1928.**

	—Range—	—Closing—
Spot	Sales. High. Low.	Bid. Asked.
Feb.	930 a	....
Mar.	930 a	....
Apr.	912 a	911
May	915 a	930
June	944 a	944
July	953 a	960
Aug.	968 a	....
Sept.	981 a	982
Total Sales, including switches, 14,500 bbls. P. Crude S. E. 7% Bid.		

**Monday, Feb. 20, 1928.**

	—Range—	—Closing—
Spot	Sales. High. Low.	Bid. Asked.
Feb.	925 a	....
Mar.	925 a	....
Apr.	909 a	909
May	915 a	935
June	946 a	948
July	959 a	963
Aug.	972 a	975
Sept.	988 a	995
Total Sales, including switches, 25,200 bbls. P. Crude S. E. 7 1/4 @ 7%.		

**Tuesday, Feb. 21, 1928.**

	—Range—	—Closing—
Spot	Sales. High. Low.	Bid. Asked.
Feb.	900 a	930
Mar.	900 a	930
Apr.	905 a	904
May	925 a	932
June	934 a	934
July	947 a	948
Aug.	958 a	970
Sept.	975 a	975
Total Sales, including switches, 27,100 bbls. P. Crude S. E. 7% Sales and Bid.		

**Wednesday, Feb. 22, 1928.**

**HOLIDAY—No Market.**

**Thursday, Feb. 23, 1928.**

	—Range—	—Closing—
Spot	Sales. High. Low.	Bid. Asked.
Feb.	900 a	925
Mar.	900 a	920
April	903 a	....
May	915 a	932
June	945 a	946
July	957 a	965
Aug.	973 a	....
Sept.	987 a	989
Total Sales, including switches, 27,990 a	990 a	....

*See page 33 for later markets.*

**COCOANUT OIL**—The position of the market was steady due to lack of pressure of oil, and firmness in copra, but demand for oil was slow. Advices to Washington from Manila said copra production was light and arrivals during January the lowest for the last five

years. Only one mill is now operating. At New York, prices were quoted at 8 1/4 c, while Pacific coast tanks were 8 1/4 c.

**PALM OIL**—Offerings were fair but steadily held, while consumers were not buying to any extent. At New York, spot Nigre was quoted 7@7 1/4 c; shipment, 6.97c; spot Lagos, 7 1/4 c; shipment, 7.55c.

**PALM KERNEL OIL**—The market was steady and unchanged during the week, with interest routine and prices at New York quoted at 8.55c in tanks and 9c in casks.

**CORN OIL**—Demand was quieter and the market barely steady, with prices quoted at 9c f.o.b. mills.

**SOYA BEAN OIL**—Trade generally was slow, but the market was steady, with barrels, New York, quoted at 12 1/4 c; Pacific coast tanks, 9 1/4 c.

**OLIVE OIL FOOTS**—The market was steady, with spot foots, New York, firmly held at 10c. February is quoted at 9 1/4 @ 9 1/2 c and March 9 @ 9 1/4 c.

**PEANUT OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**COTTON OIL**—Spot demand at New York continued slow and the market was barely steady, with the feeling that the spot holdings here are to be delivered on March contracts. Southeast and Valley crude, 7 1/4 c bid; Texas, 7 1/4 c bid.

**CHEMICALS AND SOAP SUPPLIES**  
(Special Report to The National Provisioner.)

New York, Feb. 21, 1928.—Latest quotations on chemicals and soap makers' supplies.

Extra tallow, f.o.b., seller's plant, 8 1/2 c lb.; Manila cocoanut oil, tanks, New York, 8 1/2 c lb.; Manila cocoanut oil, barrels, New York, 10 1/2 c lb.; Cochin cocoanut oil, barrels, New York, 11c lb.

P. S. Y. cottonseed oil, barrels, New York, 10 1/2 @ 10 1/2 c lb.; crude corn oil, barrels, New York, 11 1/2 c lb.; olive oil foots, barrels, New York, 10 1/2 c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.30 @ 1.40 gal.

Crude soya bean oil, barrels, New York, 12 1/2 c lb.; palm kernel oil, barrels, New York, 9.95c lb.; red oil, barrels, New York, 9 1/2 @ 10c lb.

Niger palm oil, casks, New York, 7 1/2 @ 7 1/2 c lb.; Lagos palm oil, casks, New York, 8 1/2 c lb.

Glycerine (soaplye), 8c lb.

**DEC. MARGARINE PRODUCTION.**

Production of margarine during December, 1927, as reported by margarine manufacturers to the U. S. Department of Agriculture, with comparisons, was as follows:

	Dec., 1927.	Dec., 1926.
	Lbs.	Lbs.
Exclusively vegetable	16,901,129	13,191,143
Animal and vegetable	10,116,397	11,162,655
Total	24,353,778	27,107,538

Production for the month as reported by margarine manufacturers to the U. S. Bureau of Internal Revenue, with comparisons, was as follows:

	Dec., 1927.	Dec., 1926.
	Lbs.	Lbs.
Uncolored margarine	26,035,869	23,369,545
Colored margarine	1,425,082	1,428,573
Total	27,460,951	24,798,119

**COTTON OIL EXPORTS.**

Exports of cottonseed oil from New York, Feb. 1, 1928, to Feb. 21, 1928, none.

## The Week's Closing Markets

### FRIDAY'S CLOSINGS.

#### Provisions.

Hog products were slightly steadier the latter part of the week with more moderate hog arrivals and steadier hog prices. There was some scattered covering, but hedge pressure developed on small rallies. Cash trade is fair.

#### Cottonseed Oil.

Cotton oil is active and steady. Commission houses are still liquidating March and buying later months. Refiners are doing the reverse. The trade is extending 18,000 March tenders Monday. Cash trade is fair. Southeast crude, 7 1/4c sales; Valley, 7 1/4c bid; Texas, 7 1/4c sales.

Quotations on cottonseed oil at Friday noon were: March, \$9.03@9.05; April, \$9.20@9.30; May, \$9.46; June, \$9.55@9.62; July, \$9.74; August, \$9.92; September, \$9.96.

#### Tallow.

Tallow, extra, 8c.

#### Stearine.

Stearine, 9c.

#### PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending Feb. 18:

#### HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ending				Jan. 1, '28
	Feb. 18,	Feb. 19,	Feb. 11,	Feb. 18,	to
	1928.	1927.	1928.	1928.	
M. lbs.	M. lbs.	M. lbs.	M. lbs.	M. lbs.	
Total	1,455	683	1,264	13,384	
To Belgium		3		25	
United Kingdom	1,226	566	1,000	10,874	
Other Europe			40	192	
Cuba	122	85	100	1,135	
Other countries	107	29	34	1,158	

#### BACON, INCLUDING CUMBERLAND.

	Week ending				Jan. 1, '28
	Feb. 18,	Feb. 19,	Feb. 11,	Feb. 18,	to
	1928.	1927.	1928.	1928.	
M. lbs.	M. lbs.	M. lbs.	M. lbs.	M. lbs.	
Total	840	3,294	3,705	17,896	
To Germany	38	50	15	1,183	
United Kingdom	614	2,923	3,072	8,755	
Other Europe	142	319	523	5,317	
Cuba	10		1	1,793	
Other countries	36	2	94	846	

#### LARD.

	Week ending				Jan. 1, '28
	Feb. 18,	Feb. 19,	Feb. 11,	Feb. 18,	to
	1928.	1927.	1928.	1928.	
M. lbs.	M. lbs.	M. lbs.	M. lbs.	M. lbs.	
Total	14,167	9,639	17,790	110,310	
To Germany	3,399	242	4,963	22,204	
Netherlands	1,333	1,405	1,535	7,891	
United Kingdom	6,405	4,993	6,663	41,074	
Other Europe	920	984	2,147	12,887	
Cuba	1,319	1,414	2,013	12,005	
Other countries	791	621	479	14,246	

#### PICKLED PORK.

	Week ending				Jan. 1, '28
	Feb. 18,	Feb. 19,	Feb. 11,	Feb. 18,	to
	1928.	1927.	1928.	1928.	
M. lbs.	M. lbs.	M. lbs.	M. lbs.	M. lbs.	
Total	233	224	314	2,926	
To United King.	14	65	84	625	
Other Europe			46	251	
Canada	173	129	117	642	
Other countries	46	30	67	1,411	

#### TOTAL EXPORTS BY PORTS,

#### WEEK ENDING FEBRUARY 18, 1928.

	Hams and shoulders, M. lbs.	Bacon, M. lbs.	Lard, M. lbs.	Pork, M. lbs.	Week ending	Prev. week.	Cor. week.
Total	1,455	840	14,167	233			
Boston		10		37			
Detroit	1,052	337	867	58			
Port Huron			333	98			
Key West	121		1,042	3			
New Orleans	18	6	895	23			
New York	20	470	9,954	4			
Philadelphia		45					
Portland, Me.	244	17	1,081	10			

#### DESTINATION OF EXPORTS.

	Hams and shoulders, M. lbs.	Bacon, M. lbs.	Lard, M. lbs.	Week ending	Prev. week.	Cor. week.
Exported to:						
United Kingdom (total)		1,226	614			
Liverpool		382	248			
London		170	218			
Manchester		25				
Glasgow		214	8			
Other United Kingdom	435	140				

	Hams and shoulders, M. lbs.	Bacon, M. lbs.	Lard, M. lbs.	Week ending	Prev. week.	Cor. week.
Exported to:						
Germany (total)		3,996				
Hamburg		3,062				
Other Germany	347					

### BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Feb. 25, 1928.—General provision market continues dull with very little activity. Hams and picnics in very slow demand; square shoulders and pure lard demand very poor.

Today's prices are as follows: Liverpool shoulders, square; 58s; hams, American cut, 78s; hams, long cut, 86s; Cumberland cut, 63s; short backs, 75s; picnics, 58s; hams, clear, 72s; Canadian, none; spot lard, 58s; Wiltshire, none.

### FRIDAY'S GENERAL MARKETS.

New York, Feb. 24, 1928.—Spot lard at New York: Prime western, \$11.65@11.75; middle western, \$11.25@11.35; city, 10.88@11.00c; refined continental, 12.25c; South American, \$13.25; Brazil kegs, \$14.25; compound, \$11.50.

### HULL OIL MARKET.

Hull, England, Feb. 23, 1928.—(By Cable.)—Refined cottonseed oil, 37s 9d, crude cottonseed oil, 34s.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to February 24, 1928, show exports from that country were as follows: To England, 81,904 quarters; to the Continent, 86,904; others, none.

Exports for the previous week were as follows: To England, 142,997 quarters; to the Continent, 70,953; others, none.

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Feb. 18, 1928:

Point of origin. Commodity. Amount.

Canada—Quarters of beef. 460

Canada—Calf carcasses. 172

Canada—Boneless veal. 205 lbs.

Canada—Beef cuts. 29,808 lbs.

Canada—Pork cuts. 1,643 lbs.

Canada—Smoked bacon. 6,924 lbs.

Canada—S. P. pork. 6,900 lbs.

Canada—Cooked pork. 1,930 lbs.

Ireland—Smoked pork. 3,385 lbs.

Italy—Sausage. 3,326 lbs.

Germany—Sausage. 8,971 lbs.

Germany—Cooked ham in tins. 4,980 lbs.

Germany—Bouillon cubes. 29 lbs.

Switzerland—Canned corned beef. 122 lbs.

South America—Canned corned beef. 566,330 lbs.

Local slaughters:

Cattle. 1,600

Calves. 2,303

Hogs. 18,813

Sheep. 4,765

Week ending. 1,828

Prev. week. 2,137

Cor. week. 2,080

Week ending. 9,612

Prev. week. 10,729

Cor. week. 1,332

Week ending. 4,513 lbs.

Prev. week. 552,443

Cor. week. 556,875

Week ending. 378,904

Prev. week. 5,287

Cor. week. 5,256

### TRADE GLEANINGS.

The Texas Refining Co., Greenville, Tex., is planning the construction of a new cotton oil plant.

S. S. Canway has been appointed manager of the plant of Banfield Brothers Packing Co., Enid, Okla.

Plans are being made by the Western Tallow Co., Davidson and Lane Streets, San Francisco, Calif., to rebuild its plant destroyed by fire recently.

The Purity Sausage Co., Chicago, Ill., has been incorporated with a capital stock of \$6,000. The incorporators are Alfred B. Clark, Sidney J. Marx and Frank Frandzel.

Brunner Provision Co., 3737 So. Halsted St., Chicago, Ill., has been incorporated for \$100,000, to deal in meat products. Incorporators: Justus Brunner, Julius J. Ruebach and G. E. Beerly.

The Hipke Packing & Provision Co., Kenosha, Wis., has been incorporated with 250 shares with a par value of \$100 each. Adolph Hipke, Joseph Hiluchoy, E. Malloy and J. H. Hubosky are the incorporators.

A resolution was passed recently by the stockholders of the Faribault Packing & Provision Co., Faribault, Minn., authorizing the directors of the company to either sell the business or to borrow money and continue its operation.

The board of directors of the Hughes-Curry Packing Co., Anderson, Ind., were reelected at the annual meeting of the company held recently. Charles Hughes is president. The members of the board are Jacob Schuster, N. M. McCullough, C. E. Strout, John Wappel, Charles Hughes, Walter Hughes and John Hughes. The regular 4 per cent semi-annual dividend was declared.

### PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal and city inspection at Philadelphia, Pa., are officially reported for the week ended Feb. 18, 1928, with comparisons as follows:

West. drsd. meats: Feb. 18. Week ending. Prev. week. Cor. week.

Steers, carcasses. 7,725

Cows, carcasses. 1,506

Bulls, carcasses. 110

Veals, carcasses. 8,325

Lambs, carcasses. 23,533

Mountain, carcasses. 3,221

Beef cuts, lbs. 281,310

Pork cuts, lbs. 1,329,349

Week ending. 5,664

Prev. week. 1,297

Cor. week. 2,530

Steers, carcasses. 1,583

Cows, carcasses. 2,333

Bulls, carcasses. 63

Veals, carcasses. 1,274

Lambs, carcasses. 13,960

Mountain, carcasses. 709

Beef cuts, lbs. 562,641

Pork, lbs. 508,765

Week ending. 450,318

Prev. week. 508,765

Cor. week. 450,318

Local slaughter:

Cattle. 1,452

Calves. 2,200

Hogs. 26,286

Sheep. 3,327

Week ending. 1,583

Prev. week. 1,805

Cor. week. 12,674

Week ending. 3,593

Prev. week. 4,631

Cor. week. 4,631

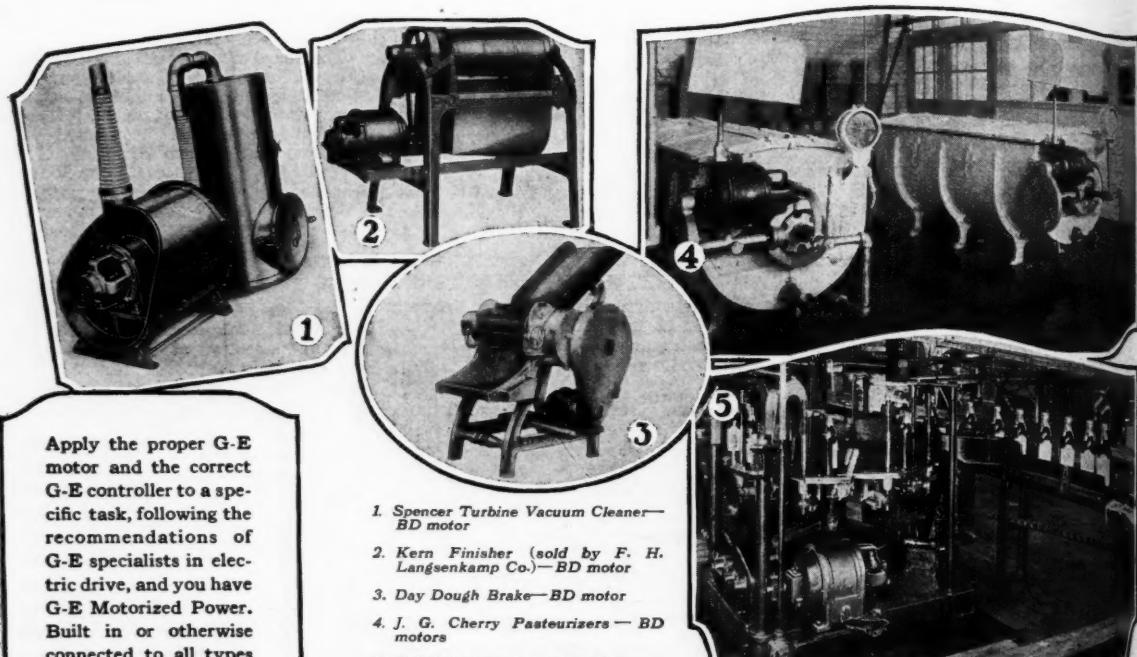
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## Hide and Skin Markets

### Chicago.

**PACKER HIDES**—Another inactive week passed in the Chicago market, with buyers and sellers still far apart in their ideas of values. However, toward the latter part of the week, broader inquiries are reported on the part of large buyers and firm bids are reported for good quantities, although they are considerably under packers' ideas formerly. Packers apparently have been waiting until orders would appear in sufficient quantity to enable them to clear out their stocks and indications are that some large scale trading will develop very shortly. Actual trading, in small lots, has been confined for several weeks to one packer.

Spready native steers are nominally around 27c. Heavy native steers sold last in a small way at 23½c, and this figure is bid. Bids of 22½c are reported for extreme native steers, one packer asking 23c.

Bids of 22½c are reported for large lots of butt branded steers, with the market nominally 23c, based on trading in a small way late last week by one packer. Colorados sold last by one packer at 22½c. Bids for large quantities at 22c are reported, with 22½c asked in one direction. Heavy Texas steers are nominally 23c, based on trading in butt brands by one packer last week. Light Texas steers sold last in a small way at 22½c. Extreme light Texas steers are nominally around 22c.

Heavy native cows were sold last by one packer at 22c, in a small way. Other packers report bids of 22c for both light and heavy native cows. They are asking 24c. Branded cows sold last at 22c, in a small way. Bids of 21c reported; 22c is asked.

Native bulls moved last at 18½c. For branded bulls 17½c was paid last for northerns.

**SMALL PACKER HIDES**—The market is unsettled and is awaiting some action in the big packer market to definitely establish values. One local packer has disclosed that his February production of around 5,000 hides was moved previously at 22½c flat for native and branded. The same figure was secured by three other killers at that time. A couple of cars of January hides moved confidentially. Persistent rumor is that one local killer accepted 21c flat for February production. This is denied by the killer. This figure appears out of line, based on bids of 22c reported for big packer light native cows and 21c bid for branded cows. Another small killer declined a bid of 21½c, flat. Some resales of January hides among dealers are reported at 21½c for natives and 21c for branded. Small packer native bulls sold last at 18c; branded bulls at 17c.

**COUNTRY HIDES**—The market is slow, with very little demand for heavy hides although there is a fair demand for extremes. All-weights are slow at

19½@20½c selected, delivered. Heavy cows are nominally 18@18½c. Heavy steers alone are quoted around 19@19½c. Buff weights are dull and are offered at 20c. Some are talking 20½c. Extremes are reported selling at 22@22½c, according to description. Bulls are quiet and are quoted at 18@15½c, selected. All-weight branded are nominally 17@17½c, Chicago freight.

**CALFSKINS**—Another packer moved January production of around 4,000 calfskins. Details are withheld but are understood to have been on a 30c basis.

First salted Chicago city calfskins are quoted at 26½c, nominally, with 26c bid. Outside city skins are nominally around 25@26c. Mixed cities and countries are around 23@24c.

**KIPSKINS**—At the close of last week, one packer moved January production of 6,500 kipskins at 28c for northern natives, 26½c for overweights and 25c for branded. Another packer also moved January production on a confidential basis, understood for export, at about the same price level.

First salted Chicago city kips are quoted nominally around 25c. Outside city kips are around 24c, nominally. Mixed cities and countries are 22@23c, nominally.

Packer regular slunks sold last in a fair way at \$1.50. Hairless are quoted around 90@95c.

**HORSEHIDES**—The market continues easy, with stocks apparently rather plentiful. Some good mixed lots have sold down to \$6.50, while better lots are held at \$7.00@7.25. Up to \$8.00 is asked for all renderers.

**SHEEPSKINS**—Dry pelts are firm and are quoted at 28@30c per lb., according to section. One packer moved a car of shearlings, running around 60 per cent No. 1's, at \$1.10. Pickled skins are about steady and are quoted around \$9.25 per dozen for straight run of packer lamb at Chicago. Last trading was at \$9.00 for ribby lambs and \$10.00 for blind ribbies. Last trading was at \$9.00 for straight run of city lamb at New York. Pickled sheepskins are around \$10.50 for straight run. Last trading was at \$10.00 for ribby sheep and \$11.50 for blind ribbies.

Packer wool lambs continue strong, with \$4.20 per cwt. live lamb paid at Chicago. They are quoted at \$3.00@3.85 on a piece basis. Packer sheepskins are quoted around \$2.50@3.25. Small packer lambs are priced \$3.00@3.50 for late slaughter.

**PIGSKINS**—No. 1 pigskin strips are quoted 9@9½c, nominally, with the top paid last. Gelatine stocks are nominally around 4c, and are quiet.

### New York.

**PACKER HIDES**—The market is still deadlocked, with buyers and sellers far apart in ideas of values. However, there is a general feeling in the trade that the period of inactivity will be over soon. Part of the January slaughter is reported still unsold. Prices are difficult to quote in the absence of trading or any active interest in the market. Activity in the western market is awaited to definitely establish this market.

**COUNTRY HIDES**—The market is quiet and dull. Buyers remain out of the market. Buff weights are nominally around 20c. Extremes are quoted at 22@23c asked.

**CALFSKINS**—The market was active at the opening of the week and 10@15c lower. Around 20,000 to 25,000 calfskins were sold at \$2.55 for 5-7's, and \$3.25 for 7-9's. The 9-12's are quoted nominally around \$4.00. Last trading in 12-17 lb. kip was at \$4.65, and in 17-lb. up at \$6.60. They are now quoted nominally at around 15@20c lower.

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Feb. 18, 1928, 6,678,000 lbs.; previous week, 4,998,000 lbs.; same week, 1927, 5,926,000 lbs.; from Jan. 1 to Feb. 18, 40,857,000 lbs.; same period, 1927, 36,954,000 lbs.

Shipments of hides from Chicago for the week ending Feb. 18, 1928, 5,502,000 lbs.; previous week, 5,130,000 lbs.; same week, 1927, 7,293,000 lbs.; from Jan. 1 to Feb. 18, 37,144,000 lbs.; same period, 1927, 40,538,000 lbs.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Feb. 24, 1928, with comparisons, are reported as follows:

		PACKER HIDES.	Week ending Feb. 24, '28.	Previous week.	Cor. week, 1927.
Spr. nat. stra.	26	@27½n	26	@27½n	15 @15½n
Hvy. nat. stra.	.....	@23½b	23½	@28½n	@14ax
Hvy. Tex.	.....	@23n	24	@26n	@13½ax
strs.	.....	@23	24	@26n	@13½ax
Hvy. butt	.....	@23	24	@26n	@13½ax
brnd'd stra.	.....	@23	24	@26n	@13½ax
Hvy. Col.	.....	22b	@22½ax	22½ @25½n	@13ax
Light nat.	.....	21½ @22n	22	@24n	@12ax
Light Tex.	.....	21½ @22n	22	@24n	@12ax
brnd'd cows.	21b	@22ax	22	@24n	@12ax
Hvy. nat.	.....	22b	@24ax	22 @25n	@12½ax
Cows	.....	22b	@24ax	22 @25n	@12½ax
Light nat.	.....	22b	@24nx	23½ @25n	@13
Nat. bulls	.....	@18½	18½ @20½n	9½ @ 9¾n	9½ @ 9¾n
Brnd'd bulls.	17½ @18	17½ @19½n	7½ @ 7¾n	8 @ 8½n	8 @ 8½n
Calfskins	.....	@30	@32	@32	@17½
Kips, nat.	.....	@28	@30n	@30n	@17
Kips, ov-wt.	.....	@26½	@29n	16½ @17n	16½ @17n
Kips, brnd'd.	.....	@25	@27n	13½ @14n	13½ @14n
Slunks, reg.	.....	@1.50	@1.50	@1.50	@1.50
Slunks, hrs. 90	@95	90	@95	@95	@75n
Light native, butt branded and Colorado steers 1c per lb. less than heavies.					

CITY AND SMALL PACKERS.					
Nat. all-wts.	.....	@22n	@22½n	.....	@12½
Nat. all-wts.	.....	@22n	@22½n	.....	@11½
Nat. bulls	.....	@18	@18	.....	@9
Brnd'd bulls.	.....	@17	@17	.....	8
Calfskins	.....	@28½n	@29n	16 @16½n	16 @16½n
Kips	.....	@25n	26½ @27n	15 @15½n	15 @15½n
Slunks, reg.	.....	@1.25n	@1.25n	@1.25n	@1.00
Slunks, hrs. 70	.....	@80n	@90n	50	@55n

COUNTRY HIDES.					
Hvy. steers	19	@19½	@20½n	10½ @11	10 @10½
Hvy. cows	18	@18½	19	10 @19½	10 @10½
Bulls	.....	20 @20½ax	20½ @21	11 @11½ax	11 @11½ax
Extremes	22	@22½	22½ @23½	13 @14ax	13 @14ax
Bulls	.....	@15 @15½ax	15½ @16ax	7½ @ 7¾	7½ @ 7¾
Calfskins	.....	@22n	24	@25	@13½ax
Kips	.....	@21 @22n	21 @22	@24	@13½ax
Light calf.	1.50 @1.75	1.50 @1.75	1.50 @1.75	1.00 @1.10	1.00 @1.10
Deacons	.....	1.35 @1.50	1.35 @1.60	1.00 @1.10	1.00 @1.10
Slunks, reg.	75	@1.00	75	@1.00	60 @70
Slunks, hrs.	25	@30	25	@30	15 @25
Horsehides	.....	6.50 @8.00ax	6.50 @8.00	4.00 @5.25ax	4.00 @5.25ax
Hogskins	.....	@80	@80	35	@40

SHEEPSKINS.					
Pkr. lambs	3.00 @3.85	3.00 @3.75	1.75 @2.25		
Small packer					
lambs	.....	3.00 @3.50	3.00 @3.25	.....	.....
Pkr. shearlings	1.10 @1.25	1.10 @1.25	1.00 @1.05n		
Dry pelts	.....	28 @30	27 @30	20 @23	

Do you know how to build your hide pack to avoid shrinkage and keep your hides in No. 1 condition? Ask the "Packer's Encyclopedia," the meat packer's dictionary and guide.

# Live Stock Markets

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Feb. 23, 1928.

**CATTLE**—Compared week ago, fed steers, scaling 1,150 lbs. upward, 25c higher; supply very scarce; all grades other steers steady to strong; light yearlings, 25c@50c lower; better grade fat cows and butcher heifers, 25@50c, mostly 50c lower; lower grade cows and cutters, steady to strong; bulls, steady; vealers, \$1.00@1.50 lower; extreme top fed steers, \$16.00, little above \$14.50; choice long yearlings absent, bulk, \$14.00 downward; most light and heifer mixed yearlings, \$13.50 downward to \$11.00, with most light heifer yearlings at \$11.25 to \$12.25; prime

light kinds, \$14.00; most fat cows, \$7.75@9.50; downturn apparent on kinds now selling at \$8.00 upward; active \$6.00@6.25 market on low cutters, strongweight cutters selling up to \$7.25; largely \$8.00@8.50 market on sausage bulls; light butcher bulls, active at \$9.00@10.00; light vealers closed at \$13.50@14.50.

**HOGS**—Hog values generally 15@25c lower for week, more loss on half-fat light hogs; increased supply medium to good 130 to 210 lb. weights; curtailed shipping demand and disproportionate distribution principal factors in week's decline. Late top, \$8.15; bulk good and choice 170 to 210 lb. averages, \$7.90@8.10; 220 to 250 lbs., \$7.75@8.00; 260 to 300 lbs., \$7.65@7.80; few bigweight butchers, downward to \$7.50; most

packing sows, \$6.75@7.00; few best lightweights, \$7.15@7.25; bulk pigs, \$6.50@7.00; thin light kinds, down to \$6.00.

**SHEEP**—Fat lamb prices proved sensitive to supply figures and advanced sharply, later losing 15@25c of the early upturn. Closing prices look 25@50c higher. Sheep regained the early losses. The top on handyweights reached \$16.50 early in the week, with the best available at the close at \$16.25. Bulk of offerings scaling 90 lbs. and under, \$15.50@16.25; 93 to 98 lbs. closed on a \$15.25@15.85 basis, \$16.00 being paid by shippers for choice 91 lb. Colorado late; throwouts averaging 105 to 120 lbs., \$14.25@14.75, a spread of \$14.00@14.85 taking 90 to 109 lb. yearlings. Clipped lambs averaged 77 to 89 lbs. at \$13.50@13.90. Bulk of fat ewes cleared at \$9.00@9.40, with \$9.50 paid early.

## KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Feb. 23, 1928.

**CATTLE**—Fed steers finished the week at steady to 25c lower prices, with in-between grades mostly steady. Light yearlings and she stock, steady to 25c off; bulls, 15@25c higher. Veal prices slumped \$1.00@2.00; heavy steers topped the week at \$14.40; best yearlings, \$14.35. Choice vealers brought \$12.00@13.00 on the close.

**HOGS**—Liberal supplies at all points resulted in further declines of 10@20c on all weights and grades. Choice 190-200 lb. averages, sold at \$8.00 on Thursday's session. Packing sows are 15@25c off.

**SHEEP**—Fat lambs were in demand at 25@40c higher rates. Top reached \$15.80; to shippers a few clippers went at \$13.10. Mature classes closed strong to 25c higher, with best fat ewes at \$9.25.

## ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Feb. 23, 1928.

**CATTLE**—Fed steers and yearlings and fat she stock showed 25@50c declines; bulls remained steady; vealers closed \$1.00 lower. Good mediumweight steers topped at \$13.65; good yearlings reached \$13.25. Closing veal top, \$14.00.

**HOGS**—Burdensome receipts brought 15@25c recessions, and swine values dropped to new low levels for the season. Choice 180 to 210 lbs. topped the late trade at \$7.95.

**SHEEP**—Although fat lamb prices fluctuated frequently, late values registered only 10@15c advances, while aged stock remained steady. Handyweight woolled lambs made \$15.50 late; 100 lb. weights, \$14.80; choice natives, \$15.00; fat ewes topped at \$9.25.

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Feb. 23, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
<b>Hogs (Soft or oily hogs and roastin' pigs excluded):</b>					
Hvy. wt. (250-350 lbs.) med-ch.	\$7.50@ 7.90	\$7.50@ 7.90	\$7.25@ 7.65	\$7.25@ 7.70	\$7.35@ 7.50
Med. wt. (200-250 lbs.) med-ch.	7.65@ 8.15	7.75@ 8.15	7.40@ 7.75	7.40@ 8.00	7.50@ 7.70
Lt. wt. (160-200 lbs.) com-ch...	7.50@ 8.15	8.00@ 8.25	7.35@ 7.75	7.50@ 8.00	7.50@ 7.70
Lt. It. (130-160 lbs.) com-ch...	8.85@ 8.10	7.00@ 8.15	6.75@ 7.70	7.00@ 7.90	7.25@ 7.70
Packing sows smooth and rough	6.60@ 7.25	6.35@ 6.85	6.15@ 6.75	6.00@ 7.00	6.25@ 6.75
Str. pigs (150 lbs. down), med-ch	6.25@ 7.25	5.50@ 7.35	6.15@ 7.25	7.00@ 7.25	7.00@ 7.25
Av. cost and wt., Wed. (pigs excl.)	7.81-234 lb.	7.91-224 lb.	7.47-250 lb.	7.63-245 lb.	7.63-245 lb.
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,500 LBS. UP):</b>					
Good-ch.	14.00@16.50			13.25@16.00	13.25@15.75
STEERS (1,300-1,500 LBS.):					
Choice	15.50@16.25	15.25@16.25	14.75@16.00	14.75@15.75	14.25@15.75
Good	13.85@16.00	13.25@15.25	13.00@15.00	13.00@14.75	12.50@14.25
STEERS (1,100-1,300 LBS.):					
Choice	15.25@16.00	15.00@16.00	14.25@15.50	14.25@15.50	14.00@15.50
Good	13.50@15.75	12.75@15.00	12.50@14.50	12.50@14.75	12.25@14.00
STEERS (950-1,100 LBS.):					
Choice	14.75@15.75	14.75@15.50	14.00@15.25	14.00@15.25	14.00@15.50
Good	13.00@15.25	12.50@14.75	12.25@14.25	12.15@14.25	12.25@14.00
STEERS (800 LBS. UP):					
Medium	11.00@13.50	10.25@13.25	10.00@13.00	9.75@13.00	9.75@12.50
Common	8.75@11.00	8.25@10.25	8.00@10.00	7.75@ 9.75	7.25@ 9.75
STEERS (FED CALVES AND YEARLINGS 750-900 LBS.):					
Choice	15.00@15.50	14.50@15.25	14.00@15.00	14.00@15.00	13.25@14.75
Good	12.50@15.00	11.75@14.50	11.50@14.00	11.25@14.00	11.50@14.25
HEIFERS (850 LBS. DOWN):					
Choice	12.50@13.50	12.75@13.50	11.75@13.00	11.50@12.50	11.00@13.00
Good	11.50@12.50	11.00@12.75	10.25@11.75	10.00@11.75	9.50@11.00
Common-med.	8.25@11.50	7.00@11.00	7.25@10.25	7.25@10.00	7.00@ 9.50
HEIFERS (850 LBS. UP):					
Choice	11.00@13.25	11.00@12.75	10.75@12.50	10.50@12.50	10.00@11.75
Good	10.00@12.50	10.00@12.00	9.50@11.50	9.50@11.25	9.25@10.00
Medium	8.75@11.75	7.75@10.00	7.75@ 9.50	7.75@ 9.75	7.00@ 9.25
COWS:					
Choice	10.25@11.25	10.00@11.00	10.00@11.50	10.00@11.00	9.25@10.25
Good	8.35@10.25	8.50@10.00	8.00@10.00	8.25@10.00	8.00@ 9.25
Common-med.	7.15@ 8.35	6.50@ 8.50	6.50@ 8.00	6.50@ 8.25	6.50@ 8.00
Low cutter and cutter	5.90@ 7.15	4.75@ 6.50	5.00@ 6.50	4.75@ 6.50	5.00@ 6.50
BULLS (YEARLINGS EXC.):					
Beef Good-ch.	8.65@10.50	8.00@10.00	8.00@ 9.00	7.75@ 8.75	7.00@ 8.50
Cutter-med.	7.00@ 8.60	5.50@ 8.00	6.25@ 8.00	5.50@ 7.75	5.50@ 7.75
CALVES (500 LBS. DOWN):					
Medium-ch.	9.00@11.00	8.00@11.00	8.50@10.50	7.50@11.00	7.50@11.00
Cull-common	6.00@ 9.00	5.50@ 8.00	6.00@ 8.50	6.00@ 7.50	5.50@ 7.50
VEALERS (MILK-FED):					
Good-ch.	13.50@16.50	16.00 only	10.50@12.50	10.00@13.50	10.00@13.50
Medium	12.50@15.50	12.50@16.00	9.00@10.50	7.50@10.00	7.00@10.00
Cull-common	8.00@12.50	5.50@12.50	6.50@ 9.00	6.00@ 7.50	5.00@ 7.00
Slaughter Sheep and Lambs:					
Lambs (84 lbs. down) good-ch.	15.00@16.40	14.75@15.85	14.75@15.75	14.75@15.65	14.50@15.50
Lambs (92 lbs. down) medium	14.25@15.00	14.00@14.75	13.75@14.75	13.75@14.75	13.25@14.50
Lambs (all weights) cull-common	12.00@14.25	10.50@14.00	11.25@13.75	10.50@13.75	10.25@13.25
Yearling wethers (110 lbs. down)					
medium-choice	12.50@14.85	11.50@14.50	10.75@13.50	10.50@13.75	11.00@13.25
Ewes (120 lbs. down) med-ch.	7.85@ 9.75	7.50@ 9.50	7.25@ 9.40	6.75@ 9.25	7.25@ 9.50
Ewes (120-150 lbs.) medium-ch.	7.50@ 9.60	7.00@ 9.25	7.00@ 9.25	6.50@ 9.00	7.00@ 9.25
Ewes (all weights) cull-common	3.00@ 7.75	3.00@ 7.50	3.00@ 7.25	2.75@ 6.75	2.75@ 7.00

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February 25, 1928.

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**OMAHA.**

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Feb. 23, 1928.

**CATTLE**—Slow dull markets featured the trade during the week on most killing classes, and uneven declines were enforced, steers and yearlings closing weak to mostly 25c lower. Most she stock, 25@50c lower; cutters holding steady; bulls strong to 25c higher; veals, \$1.00@2.00 lower. Practical top veals, \$12.00.

**HOGS**—Marketward movement continues of liberal volume and with an uneven distribution from day to day. Trade has shown considerable irregularity and price fluctuations and comparisons Thursday with Thursday shows values 10@20c lower. Thursday's top reached \$7.75.

**SHEEP**—General conditions have been favorable to the selling interests. While supplies locally have been liberal, local packer demand has been augmented by considerable inquiry from packing concerns located in the far east. This has tended to key up competition and, in a general way, killing classes are fully 25@40c higher than a week ago. Top, \$15.75; weighty lambs, downward to \$14.75; fat ewes, largely \$8.75@9.00.

**ST. LOUIS.**

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 23, 1928.

**CATTLE**—The local steer run showed both numerical and price depreciations, with matured kinds almost negligible.

**THE NATIONAL PROVISIONER**

Compared week ago, steers, butcher yearlings and cows, 25@50c lower; all cutters, 15@25c lower; medium bulls, 50c lower; vealers, \$1.00 lower. Tops for week: 1,275 lb. matured steers, \$13.50; 1,046 lb. yearlings, \$13.35; 642 lb. mixed yearlings, \$13.35; 550 lb. heifers, \$12.40.

**HOGS**—Influenced by extremely heavy runs, prices dipped the lowest in years, with top down to \$8.25 and most hogs in the seven dollar column to packers. Bulk 200 lb. and less, \$8.10 and \$8.15 today. Light hogs around 15@25c lower for the week; medium and heavy, 10@15c lower; packing sows, 25c lower; pigs, unchanged.

**SHEEP**—Fat lambs showed a 25c advance, otherwise prices were unchanged. Choice 81-87 lb. lambs, \$15.75; heaviest lambs, 105 lb., \$14.25; fat ewes, \$8.50@9.50.

**SIOUX CITY.**

(Special Letter to The National Provisioner.)

Sioux City, Ia., Feb. 22, 1928.

**CATTLE**—Receipts for the week about the same as last week, but 4,000 less than the corresponding week last year. Market has been declining all week. The bulk of the decline fell on shortfed and warmed-up kinds—such classes were 50@75c lower. Best steers, 25@50c lower. Nothing choice received this week, the bulk selling \$11.00@13.50; warmed-up kinds, down to \$10.00; heifers, \$10.00@11.50, with a few choice up to \$12.00; good to choice cows, \$10.00@11.50, with fair to good, \$8.50@9.50; common, down to \$7.00;

canners and cutters weak, \$5.00@6.50; bulls, \$7.00@9.50; veals, \$8.00@14.00.

**HOGS**—Receipts for the week 55,000. Market 25c lower for the week. Top today, \$7.75; bulk of light and medium butchers, \$7.60@7.70; strongweights, \$7.40@7.55; heavy hogs, down to \$7.20; sows, \$6.50@6.65; stags, \$6.00@6.50.

**SHEEP**—Receipts normal; market strong. Best lambs, \$15.75; bulk, \$15.00@15.50; ewes, top, \$9.00; bulk, \$8.50@8.50.

**ST. PAUL.**

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., Feb. 22, 1928.

**CATTLE**—Reflecting outside conditions, fed steers and fat cows ruled 15@25c lower; cutters, heifers and bulls, little changed; vealers dropped \$1.00 or more lower. Top heavy steers, \$13.75; yearlings, \$13.00; bulk steers and yearlings, \$11.00@12.25; cows, \$6.75@8.50; heifers, \$8.00@10.00; cutters, \$5.25@6.50; bulls, \$7.00@7.50; veals, mostly \$14.00 today.

**HOGS**—Hogs dropped to new low levels for the year on a 20@30c break, most 160 to 200 lb. weights today going at \$7.60@7.70; 200 to 300 lb. butchers, \$7.40@7.60; heavier weights, \$7.25; packing sows, mostly \$6.50; pigs, \$7.00.

**SHEEP**—Lamb values are on a steady to weak basis, good to choice kinds being salable around \$15.00@15.25; medium grades, \$14.25; cull and common kinds, \$11.00@13.00; ewes, \$8.00@9.50 according to weight and finish.

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## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending February 18, 1928:

CATTLE.			
	Week ending	Prev. week	Cor. week
	Feb. 18.	1927.	1928.
Chicago	22,064	29,141	27,045
Kansas City	22,477	23,094	22,637
Omaha	20,989	21,514	20,726
East St. Louis	9,824	9,510	11,206
St. Joseph	8,000	7,748	9,000
Sioux City	8,339	8,802	12,448
Fort Worth	6,551	7,170	5,828
Philadelphia	4,510	4,836	4,551
Boston	1,452	1,583	1,161
N. Y. and Jersey City	9,447	9,500	9,818
Oklahoma City	3,900	4,084	5,435
Total	119,543	119,946	133,505

## HOGS.

	208,200	92,100
Chicago	234,700	208,200
Kansas City	57,446	44,220
Omaha	74,066	65,941
East St. Louis	47,599	49,647
St. Joseph	36,485	30,831
Sioux City	59,071	56,652
Fort Worth	12,116	8,267
Philadelphia	18,813	22,060
Indianapolis	63,356	54,572
Boston	26,286	25,515
N. Y. and Jersey City	69,969	68,410
Oklahoma City	8,088	11,001
Total	707,995	645,316

## SHEEP.

	51,044	51,944
Chicago	46,688	44,560
Kansas City	23,593	22,183
Omaha	40,297	35,748
East St. Louis	1,911	3,846
St. Joseph	20,702	21,224
Sioux City	12,268	11,402
Fort Worth	2,776	2,546
Philadelphia	4,763	4,377
Indianapolis	2,528	4,031
Boston	3,327	3,593
N. Y. and Jersey City	49,176	49,180
Oklahoma City	59	65
Total	220,513	207,858

## RECEIPTS AT CENTERS.

SATURDAY, FEBRUARY 18, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	200	12,000	8,000
Kansas City	500	1,500	...
Omaha	100	5,000	...
St. Louis	275	3,500	200
St. Joseph	100	4,500	2,500
Sioux City	200	5,000	...
St. Paul	200	1,000	200
Oklahoma City	...	...	...
Fort Worth	500	1,200	200
Milwaukee	...	100	...
Denver	60	375	3,150
Louisville	200	900	...
Wichita	200	1,100	100
Indianapolis	100	5,000	100
Pittsburgh	100	1,500	100
Cincinnati	100	1,700	...
Buffalo	100	1,500	800
Cleveland	100	1,000	100
Nashville	100	400	...
Toronto	200	...	400

MONDAY, FEBRUARY 20, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	58,000	13,000
Kansas City	12,500	14,000	9,000
Omaha	5,500	14,000	14,000
St. Louis	2,700	16,500	1,000
St. Joseph	1,300	3,500	8,000
Sioux City	3,500	13,000	4,000
St. Paul	4,500	15,000	2,000
Oklahoma City	500	1,200	...
Fort Worth	2,000	1,800	800
Milwaukee	300	600	100
Denver	3,800	3,100	700
Louisville	2,800	2,300	...
Wichita	2,400	4,200	700
Indianapolis	400	5,000	200
Pittsburgh	700	3,400	...
Cincinnati	1,200	4,500	200
Buffalo	1,600	12,800	5,000
Cleveland	800	3,800	1,800
Nashville	1,000	1,700	...
Toronto	2,500	600	800

TUESDAY, FEBRUARY 21, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	47,000	12,000
Kansas City	9,500	12,000	8,000
Omaha	7,500	28,000	11,000
St. Louis	4,500	20,000	1,000
St. Joseph	2,200	10,000	1,800
Sioux City	2,500	22,000	8,000
St. Paul	1,800	9,000	1,200
Oklahoma City	1,100	1,700	...
Fort Worth	3,300	1,500	200
Milwaukee	800	3,000	500
Denver	800	3,900	7,000
Louisville	200	1,000	...

## THE NATIONAL PROVISIONER

## CHICAGO LIVESTOCK.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

WEDNESDAY, FEBRUARY 22, 1928.

Cattle. Hogs. Sheep.

Chicago 9,500 44,000 17,000

Kansas City 5,500 18,000 5,500

St. Louis 3,500 23,000 12,000

St. Joseph 2,800 14,000 6,500

Sioux City 2,500 19,000 2,500

St. Paul 2,800 16,000 500

Oklahoma City 1,200 2,000 ...

Fort Worth 1,500 2,700 400

Milwaukee 500 1,200 200

Denver 1,000 1,900 11,100

Wichita 700 4,300 500

Indianapolis 1,200 14,000 700

Pittsburgh 3,300 400 ...

Cincinnati 300 4,500 100

Buffalo 200 4,400 800

Cleveland 200 4,500 1,000

Mon., Feb. 13...19,057 3,903 102,340 20,087

Tues., Feb. 14...8,971 3,326 45,563 15,405

Wed., Feb. 15...9,279 2,812 25,890 14,473

Thur., Feb. 16...7,191 3,848 55,910 8,602

Fri., Feb. 17...1,875 1,239 52,105 11,230

Sat., Feb. 18...200 200 12,000 8,900

Total this wk. 46,573 15,098 291,808 77,227

Previous week...43,000 13,424 245,625 67,787

Year ago...57,505 13,837 140,421 81,234

Two years ago...51,343 13,963 155,151 95,355

Year's receipts to Feb. 18 with comparative totals:

1928. 1927.

Cattle. Calves. Hogs. Sheep.

Mon., Feb. 13...4,120 299 21,325 6,126

Tues., Feb. 14...2,474 130 16,857 3,541

Wed., Feb. 15...2,972 14 10,772 2,867

Thur., Feb. 16...2,082 235 13,535 3,008

Fri., Feb. 17...1,573 19,533 2,971 3,971

Sat., Feb. 18...100 3,500 1,000 1,000

Total this wk. 13,321 678 85,522 19,685

Previous week...12,751 1,030 74,171 16,988

Year ago...17,513 929 57,000 20,173

Two years ago...15,554 1,388 59,739 25,900

WEEKLY AVERAGE PRICE OF LIVESTOCK.

Cattle. Hogs. Sheep. Lamb.

Mon., Feb. 18...\$12.80 \$ 8.10 \$ 8.50 \$15.50

Previous week...13.80 \$ 8.15 \$ 8.00 15.35

1927...10.60 11.70 7.75 12.95

1926...9.60 12.00 7.90 12.65

1925...9.40 11.10 8.25 17.10

1924...9.45 7.10 9.00 14.06

AV. 1923-1927...\$ 9.55 \$10.00 \$ 8.10 \$14.30

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards.

Cattle. Hogs. Sheep.

\*Week ending Feb. 18...33,300 260,300 57,500

Previous week...30,249 171,454 52,000

1927...40,052 83,421 52,046

1926...22,512 224 11.75 7.10

1925...39,789 95,412 69,463

1924...31,070 146,961 42,078

AV. 1923-1927...38,290 184,452 52,231

\*Saturday, Feb. 18, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average prices of hogs, with comparisons:

Average No. Wgt. —Prices— received. lbs. Top Avg.

\*Week ending Feb. 18...210,800 232 \$ 8.50 \$ 8.10

Previous week...245,625 236 8.65 8.15

1927...140,421 234 12.25 11.70

1926...155,151 240 13.85 13.55

1925...222,512 224 11.75 7.10

1924...298,494 229 7.50 6.00

1923...237,307 235 8.60 8.00

AV. 1923-1927...210,800 232 \$10.60 \$10.00

\*Receipts and average weight for week ending Feb. 18, 1928, estimated.

## HOG SLAUGHTERINGS.

Chicago packers' hog slaughtering for the week ending Feb. 18, 1928:

Armour &amp; Co...18,400

Anglo American...9,000

Swift &amp; Co...21,200

Hammond Co...9,160

Morris &amp; Co...34,000

Wilson &amp; Co...25,800

Royd-Lunham...8,500

Western Packing Co...14,100

Roberts &amp; Oake...11,200

Miller &amp; Hart...10,200

Independent Packing Co...8,200

Brennan Packing Co...6,600

Agar Packing Co...6,300

Others...51,000

Total...234,700

Previous week...208,200

Year ago...92,100

1926...10,200

1925...170,000

(Chicago livestock prices on page 33.)

♦♦♦

How much hair does the average hog

carrage yield? Ask "The Packer's

encyclopedia," the "blue book" of the

meat packing industry.





# Ice and Refrigeration

## ICE NOTES.

The Southern United Ice Co., Houston, Tex., has purchased the plant of the Acme Ice & Refrigerating Co., Cleburne, Tex.

The Union Ice Co., Los Angeles, Calif., has acquired an interest in the Tujunga Ice & Cold Storage Co.

Construction work on the cold storage plant to be erected in Durant, Okla., by the Oklahoma Gas & Electric Co., will start in the near future. The cost of the plant will be \$40,000.

A change has been made in the name of the Consumers' Ice Co., Crisfield, Md. It is now known as the Consumers' Public Service Co.

The Jamestown Cold Storage Co., Jamestown, N. Y., has been incorporated with a capital stock of \$150,000. The incorporators are I. L. MacPherson and Herbert Olson.

The Central Cold Storage Co., Seattle, Wash., has been incorporated by T. G. Johnson, Frank Erickson and F. L. Van Dozer. The capital stock is given as \$50,000.

Sale of the plant of the Logan Ice & Cold Storage Co., Logan, W. Va., has been made to the Serv-Ice Co., Mount Gay, W. Va.

Fire recently destroyed the ice and cold storage warehouse of A. Paladini, Monterey, Calif.

Plans for a cold storage warehouse and ice plant are being made by the Uriah Ice & Gin Co., Pensacola, Fla. The cost will be about \$100,000.

The Pacific Coast Terminals, Ltd., New Westminster, B. C., have completed arrangements for the construction of the first unit of a cold storage warehouse to cost \$2,000,000.

Construction work has been started on an addition to the plant of the Santa Maria Ice & Cold Storage Co., Santa Maria, Calif. The cost of the work will be about \$50,000.

Work has been started on the plant of the Grand Trunk Railway Terminal & Cold Storage Co., Detroit, Mich. The building will be nine stories high and will have 525,000 square feet of floor space. The cost of the project is estimated at \$4,000,000.

Plans for a building to be erected in Portland, Ore., have been filed by the Crystal Ice & Storage Co.

An addition is being built to the plant of the Alva Ice & Storage Co., Woodward, Okla.

The Cotton County Ice & Creamery Co., Walters, Okla., is building a new ice and cold storage plant.

A cold storage plant to contain 2,000,000 cubic feet of cold storage is being built in Toledo, O., by the Toledo-Great Lakes Terminal Warehouse Co.

A cold storage building to cost in the neighborhood of \$2,000,000 is being planned by the Northern Ohio Food Terminal Corp., Cleveland, O. The building will cost approximately \$2,000,000.

A new addition and the installation of new equipment is being planned by the Brooklyn Bridge Freezing & Cold Storage Co., New York City. The cost of the work will be about \$350,000.

The Beare Ice & Cold Storage Co., Bolivar, Tenn., will build a cold storage plant.

The Valley Electric & Ice Co., Raymonville, Tex., has acquired a 10-acre site on which will be built a cold storage and refrigerating plant to cost about \$100,000.

An ice cream and refrigerating plant to cost about \$40,000 will be built by the Coleman Co., Coleman, Tex.

Consideration is being given by the Priest Rapids Ice & Cold Storage Co., White Bluffs, Wash., to the plan to build an addition to its cold storage plant.

Truckers Ice & Cold Storage Co., Norfolk, Va., has been incorporated with a capital stock of \$100,000. The incorporators are L. D. Churchill and W. R. Ashburn.

## POWER CO. IN STORAGE FIELD.

Petition for a charter for a firm to be known as the Georgia Power Ice Co. has just been filed in the Fulton Superior Court by W. H. Wright, H. T. Simpson and L. O. Mann of Atlanta, Ga.

The petition asks that the firm be given the right to manufacture, purchase and sell refrigerators, electric refrigerators and other machines and appliances for the manufacture or storage of ice; to conduct a private cold storage business; to manufacture electric lights and power for the firm's own use; to construct and operate private refrigerating cars and car lines, and to buy and sell articles of food to be stored in the refrigerating plants.

The corporation is to have its general offices in Fulton county, with the privilege of establishing offices elsewhere. Capital stock is to be 10,000 shares of non-par stock with the privilege of increasing this capitalization later to 100,000 shares.

All of the petitioners are connected with the Georgia Power Co. Mr. Wright is secretary of the power company, Mr. Simpson is assistant secretary, and Mr. Mann is connected with the executive department. Formation of the company marks the entrance of the Georgia Power Co. into the ice and cold storage field in Georgia, it is felt.

## NUCKOLLS GETS MORE CARS.

The Nuckolls Packing Co., Pueblo Colo., have received delivery of two refrigerator cars on a consignment of 15 which they have ordered from the Santa Fe railroad. These cars will be used in hauling the company's products to branch houses in El Paso, Texas, Salt Lake City, Utah, Pocatello, Idaho, Gallup, N. M., Amarillo, Texas, and to western Arizona points.

The Nuckolls Packing Company is gradually expanding its territory and increasing its business in districts already covered. The new cars are of the latest type, being equipped with brine tanks instead of ice bunkers, according to Manager R. R. Pinkney of the Nuckolls company.

Letters of administration were filed at Pueblo for the estate of the late George Harvey Nuckolls. Mrs. Virginia W. Nuckolls, the widow, was named administratrix. The estate amounts to approximately \$175,000, it was stated, and includes stock in the Nuckolls Packing Co.

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Feb. 16, 1928.

	Feb.	10	11	13	14	15	16
Chicago	...45	45	Holiday	44	44	44	44
New York	...46½	46	Holiday	45	45	44	44
Boston	...47	47	Holiday	45½	45½	45½	45½
Philadelphia	...47	47	Holiday	46	46	45½	45½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago. 45 44½ Holiday 44 44 44½

## Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—
Chicago	17,730	30,678	27,410	345,290 313,226
N. Y.	48,743	48,961	49,861	407,157 390,553
Boston	9,872	20,091	16,626	134,770 115,097
Phila.	12,354	14,681	12,571	139,077 128,291
	89,699	114,991	106,477	1,026,303 947,167

## Cold storage movement (lbs.):

	In Feb. 16.	Out Feb. 16.	On hand Feb. 17.	Same week-day last year.
Chicago	775	134,937	3,550,870	2,917,047
New York	25,792	44,472	4,697,681	1,758,925
Boston	17,955	86,673	1,695,402	905,763
Phila.	.....	14,498	776,253	248,346
	44,522	280,580	10,720,206	5,920,081

## NOVEMBER BY-PRODUCTS YIELDS.

The estimated yield and production of by-products from slaughter under federal inspection during November, 1927, are reported, with comparisons, by the U. S. Department of Agriculture, as follows:

Class	Average wt. per animal			Per cent of live weight			Production		
	Nov. 1, 1926, to Oct. 31, 1927								
Lbs.	Lbs.	P.ct.	P.ct.	1,000	1,000	1,000	1,000	1,000	P.ct.
Edible beef fat <sup>1</sup> .....	35.60	28.89	3.74	3.10	343,124	26,541	29,577	25,221	95.03
Edible beef offal.....	28.98	26.25	3.05	2.82	279,153	24,249	28,125	22,916	94.50
Cattle hides.....	65.21	64.10	6.85	6.89	633,199	57,768	62,694	56,503	97.81
Edible calf fat <sup>1</sup> .....	1.30	1.45	0.73	0.78	6,380	548	564	594	108.39
Edible calf offal.....	6.65	6.81	3.76	3.69	32,735	2,582	2,965	2,792	108.13
Lard <sup>2</sup> .....	35.82	30.07	15.89	18.77	1,538,508	131,533	106,603	110,525	84.03
Edible hog offal.....	6.31	6.49	2.71	2.97	370,903	34,028	32,097	33,855	99.28
Pork trimmings.....	13.23	14.24	5.69	6.52	573,071	49,771	47,966	52,340	105.16
Inedible hog grease <sup>1</sup> .....	2.85	2.47	1.22	1.13	122,876	11,481	9,097	9,110	79.35
Sheep edible fat <sup>1</sup> .....	2.16	2.10	2.65	2.52	27,731	2,056	2,230	2,244	109.14
Sheep edible offal.....	1.99	2.10	2.45	2.52	25,703	1,744	2,178	2,244	128.67

<sup>1</sup> Unrendered. <sup>2</sup> Rendered.

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# Chicago Section

A. C. Rowson, of the commission firm of A. C. Rowson, London, England, was a visitor to the city this week.

D. W. Gallagher, broker, is vacationing in Florida and expects to spend a few days in Cuba. He will return to the city in about two weeks.

Charles H. Knight, vice president, and Thomas E. Ryan, general manager, Louisville Provision Co., Louisville, Ky., were visitors in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 28,723 cattle, 12,441 calves, 125,732 hogs and 31,925 sheep.

J. C. Wood, senior member of the firm of J. C. Wood & Co., and vice president of the Chicago Board of Trade, left last Saturday for a vacation over the week end at Biloxi, Miss. He returned to the city Thursday.

Provision shipments from Chicago, for the week ending Feb. 18, 1928, with comparisons, are reported as follows:

	Cor. week,	Last wk.	Prev. wk.	1927.
Cured meats, lbs.	15,648,000	15,433,000	15,715,000	
Fresh meats, lbs.	37,484,000	40,189,000	48,912,000	
Lard, lbs.	12,752,000	7,871,000	7,340,000	

Charles Powell, Chicago Board of Trade operator and well-known to members of the meat and provision trade of the city, died suddenly the early part of the week, following an operation. Mr. Powell had been on the board for 45 years.

The annual dinner of the Armour Executives Club of Chicago was held on Tuesday evening at the Hotel Stevens. The principal speakers were President F. Edson White and senior Vice-President P. D. Armour. The club is composed of executives and supervisory employees of the company.

Manaster-Ehrman, Inc., manufacturers of fancy dried beef, moved this week to their new plant at No. 1141 West 47th street, Chicago. They were formerly located at No. 4117 South Union avenue. Their business has increased to such an extent that larger quarters were necessary.

## BRADLEY WITH ARNOLD BROS.

Announcement is made of the appointment of T. R. Bradley as sales manager of Arnold Bros. Co., Chicago meat packers and food manufacturers. Mr. Bradley assumed his duties a short time ago, coming from Charleston, W. Va., where for several years he had been district sales manager for Allied Packers, Inc.

Mr. Bradley had early training in the sales organizations of large packers, and is known as a serious student of meat merchandising problems. He has written on "sell right" subjects for the columns of THE NATIONAL PROVISIONER, and is an enthusiast on the right training and management of salesmen.

## PACKER MAKES GOOD SHOWING.

A splendid financial condition and outlook for an unusually successful year in 1928 are reported by officials of the Blayne-Murphy Company, located at Denver, Col. During the year ending October 31, 1927, the company earned the interest on outstanding bonds more than twice over, and a surplus remained after paying all preferred stock dividends.

Reflecting conditions common in the packing industry last year, total income was \$71,587, compared to \$202,993 the previous year.

The company's balance sheet shows total assets of \$1,904,896, compared with \$1,885,650 in 1926, while current assets were \$687,426, an increase of more than \$20,000 over the \$663,720 shown the preceding year. Current assets were almost twice current liabilities. The cash account at the close of the year totalled \$121,167, compared with \$89,358 the year before.

In common with other packing concerns, the company suffered heavy losses during the year in inventory write-offs, particularly in pork products, due to a decline in prices during the year. With the lower level of live hog costs prospects are considerably brighter for the current year.

## MORE LIVESTOCK BY TRUCK.

A total of 74,357 cars and 64,168 truck-loads of livestock were received at the St. Paul Union Stock Yards during 1927, according to the fortieth annual report of the yards company. This was a decrease of approximately 4,000 railroad carloads, but an increase of more than 4,000 motor truck-loads.

Cattle receipts amounted to 955,358 head, calves 627,110, hogs 3,104,933 and sheep 704,830.

The average weight of cattle was 888 lbs. in 1927 compared with 876 lbs. in 1926; calves averaged 129 lbs. compared with 126 the previous year; hogs 216 lbs. in 1927 and 206 in 1926 and sheep 94 lbs. in 1927 and 21 lbs. in 1926.

## Denver to Improve Yards.

Improvements during 1928 costing \$125,000 have been authorized by the Denver Union Stock Yards company. These will consist largely of additional cattle and hog pens, and when completed will enable the handling of 200 more carloads of livestock than at the present time.

At a meeting of the board of directors, held January 25, the officers of the company were re-elected for the coming year. These are J. A. Shoemaker, president; Arthur H. Bosworth, vice president; Philip K. Alexander, treasurer; Albert Reinhardt, secretary and assistant treasurer; Robert G. Bosworth, counsel; Lawrence M. Pexton, traffic manager; and Robert M. Lewis, superintendent.



BOOSTS QUALITY MEAT ON THE PACIFIC COAST.

C. J. Hooper, manager of the Western Meat Co., San Francisco, Cal., with \$500 worth of lamb. Mr. Hooper bought the lamb, which was the grand champion lamb of the Christmas Fat Stock Show held at Los Angeles in December, for the South San Francisco Union Stock Yards, paying \$5 a pound for it.

Mr. Hooper is the regional chairman for Northern California for the Institute of American Meat Packers.

Illustration courtesy of the Farm and Market Journal, Los Angeles, Calif.



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending	Cor. week,
	Feb. 22, 1928.	1927.
Prime native steers.	23 @ 24	19 @ 20
Good native steers.	19 @ 22	16 @ 18
Medium steers.	17 @ 18	14 @ 16
Heifers, good.	17 @ 22	13 @ 18
Cows.	13 @ 17	9 @ 13
Hind quarters, choice.	27 @ 30	25 @ 25
Front quarters, choice.	19 @ 20	16 @ 16

## Beef Cuts.

	Week ending	Cor. week,
Steer Loins, No. 1.	51	30 @ 35
Steer Loins, No. 2.	43	30 @ 33
Steer Shanks, Loins, No. 1.	68	39 @ 44
Steer Shanks, Loins, No. 2.	51	38 @ 40
Steer Loin Ends (hips).	33 @ 35	26 @ 26
Steer Loin Ends, No. 2.	34 @ 35	25 @ 25
Cow Loins.	40	20 @ 20
Cow Short Loins.	40	20 @ 20
Cow Loin Ends (hips).	36	25 @ 25
Steer Ribs, No. 1.	33	22 @ 22
Cow Ribs, No. 1.	23	17 @ 17
Cow Ribs, No. 3.	14	11 @ 11
Steer Rounds, No. 1.	20 1/2	15 1/2 @ 15 1/2
Steer Rounds, No. 2.	20	15 @ 15
Steer Chuck's, No. 1.	18	14 1/2 @ 14 1/2
Cow Rounds.	17	13 1/2 @ 13 1/2
Cow Chuck's.	14 1/2	11 1/2 @ 11 1/2
Steer Plates.	14 1/2	11 @ 11
Medium Plates.	13 1/2	8 1/2 @ 8 1/2
Briskets, No. 1.	22	16 @ 16
Briskets, No. 2.	13	12 @ 12
Steer Naval Ends.	14 1/2	8 1/2 @ 8 1/2
Cow Naval Ends.	11 1/2	8 1/2 @ 8 1/2
Front Shanks.	11	7 1/2 @ 7 1/2
Hind Shanks.	10	7 @ 7
Bolts.	25	21 @ 21
Steer Loins, No. 1, boneless.	60	45 @ 45
Steer Loins, No. 2.	55	40 @ 40
Sirloin Butts, No. 1.	40	30 @ 30
Sirloin Butts, No. 2.	30	22 @ 22
Beef Tenderloins, No. 1.	75	70 @ 70
Beef Tenderloins, No. 2.	70	65 @ 65
Bump Butts.	25	18 @ 18
Flank Steaks.	22	18 @ 18
Shoulder Clods.	16	15 @ 15
Hanging Tenderloins.	18	10 @ 10

## Beef Products.

	10	12 @ 13
Hearts.	8	8 @ 8
Tongues, 4 to 5 lbs.	20	28 @ 28
Sweetbreads.	38	40 @ 40
Or-Tail, per lb.	15	13 @ 13
Fresh Tripe, plain.	6	6 @ 6
Fresh Tripe, H. C.	7 1/2 @ 8	7 1/2 @ 7 1/2
Livers.	20 @ 23	14 @ 14
Kidneys, per lb.	12	10 @ 10

## Veal.

	12	13 @ 14
Cheek Carcass.	24	26 @ 22
Good Carcass.	18	19 @ 19
Good Saddles.	25	31 @ 31
Good Backs.	15	20 @ 20
Medium Backs.	12	13 @ 13

## Veal Products.

	13	65 @ 70
Calf Livers.	58	45 @ 45

## Lamb.

	12	13 @ 14
Choice Lamb.	30	25 @ 25
Medium Lamb.	27	23 @ 23
Choice Saddles.	31	29 @ 29
Medium Saddles.	29	28 @ 28
Choice Fore.	21	18 @ 18
Medium Fore.	19	17 @ 17
Lamb Fries, per lb.	32	32 @ 32
Lamb Tongues, per lb.	15	13 @ 13
Lamb Kidneys, per lb.	30	25 @ 25

## Mutton.

	12	13 @ 14
Heavy heep.	14	13 @ 13
Light Sheep.	17	16 @ 16
Heavy Saddles.	16	15 @ 15
Light Saddles.	18	18 @ 18
Heavy Fore.	12	11 @ 11
Light Fore.	14	14 @ 14
Mutton, L.	20	20 @ 20
Mutton Loins.	15	15 @ 15
Mutton Stew.	12	10 @ 10
Sheep Tongues, per lb.	15	13 @ 13
Sheep Heads, each.	10	10 @ 10

## Fresh Pork, Etc.

	21	22 @ 22
Pork Loins, 8@10 lbs. av. 15	16	17 @ 17
Cals.	12	11 @ 11
Skinned Shoulders.	11	11 @ 11
Tenderloins.	49 @ 50	55 @ 55
Spine Ribs.	9 @ 11	15 @ 16
Lard.	9% @ 10% 1/2	13 @ 13
Back Fat.	11	14 @ 14
Boston Butts.	13 @ 14	13 @ 14
Hocks.	10 @ 10	17 @ 17
Tails.	10 @ 10	15 @ 15
Neck Bones.	4 @ 4	5 @ 6
Skip Bones.	10 @ 10	6 @ 6
Blade Bones.	9 @ 11	14 @ 15
Figr Feet.	4 1/2 @ 5	5 @ 6
Kidneys, per lb.	7 @ 7	8 @ 9
Livers.	5 1/2 @ 6	6 @ 6
Brains.	14 @ 14	15 @ 15
Bar.	7 @ 7	9 @ 9
Shorts.	7 @ 7	8 @ 9
Heads.	8 @ 8	10 @ 10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.	1.60	@ 1.60
Country style sausage, fresh in link.	1.60	@ 1.60
Country style sausage, fresh in bulk.	1.60	@ 1.60
Country style sausage, smoked.	1.60	@ 1.60
Mixed sausage, fresh.	1.60	@ 1.60
Frankfurts in sheep casings.	1.60	@ 1.60
Frankfurts in hog casings.	1.60	@ 1.60
Bologna in beef bungs, choice.	1.60	@ 1.60
Bologna in cloth, paraffined, choice.	1.60	@ 1.60
Bologna in beef middles, choice.	1.60	@ 1.60
Liver sausage in hog bungs.	1.60	@ 1.60
Liver sausage in beef rounds.	1.60	@ 1.60
Head Cheese.	1.60	@ 1.60
New England luncheon specialty.	1.60	@ 1.60
Minced luncheon specialty.	1.60	@ 1.60
Tongue sausage.	1.60	@ 1.60
Blood sausage.	1.60	@ 1.60
Polish sausage.	1.60	@ 1.60
Souse.	1.60	@ 1.60

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.	1.60	@ 1.60
Thuringer Cervelat.	1.60	@ 1.60
Farmer.	1.60	@ 1.60
Holsteiner.	1.60	@ 1.60
B. C. Salami, choice.	1.60	@ 1.60
Milano Salami, choice in hog bungs.	1.60	@ 1.60
B. C. Salami, new condition.	1.60	@ 1.60
Frisses, choice, in hog middles.	1.60	@ 1.60
Genoa style Salami.	1.60	@ 1.60
Pepperoni.	1.60	@ 1.60
Mortadella, new condition.	1.60	@ 1.60
Capicoli.	1.60	@ 1.60
Italian style hams.	1.60	@ 1.60
Virginia hams	1.60	@ 1.60

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds.	1.60	@ 1.60
Small tins, 2 to crate.	1.60	@ 1.60
Large tins, 1 to crate.	1.60	@ 1.60
Frankfurt style sausage in sheep casings.	1.60	@ 1.60
Small tins, 2 to crate.	1.60	@ 1.60
Large tins, 1 to crate.	1.60	@ 1.60
Frankfurt style sausage in pork casings.	1.60	@ 1.60
Small tins, 2 to crate.	1.60	@ 1.60
Large tins, 1 to crate.	1.60	@ 1.60
Regular pork trimmings.	1.60	@ 1.60
Special lean pork trimmings.	1.60	@ 1.60
Extra lean pork trimmings.	1.60	@ 1.60
Neck bone trimmings.	1.60	@ 1.60
Pork cheek meat.	1.60	@ 1.60
Pork hearts.	1.60	@ 1.60
Native boneless bull meat (heavy).	1.60	@ 1.60
Boneless chuck.	1.60	@ 1.60
Shank meat.	1.60	@ 1.60
Beef trimmings.	1.60	@ 1.60
Beef hearts.	1.60	@ 1.60
Beef cheeks (trimmed).	1.60	@ 1.60
Dressed canners, 300 lbs. and up.	1.60	@ 1.60
Dressed canners, 350 lbs. and up.	1.60	@ 1.60
Dr. bologna bulls, 500@700 lbs.	1.60	@ 1.60
Cured pork tongues (can trim.).	1.60	@ 1.60

## (F. O. B. CHICAGO)

	12 @ 13	13 @ 14
Beef Casings:		
Domestic round, 180 pack.	27	33 @ 33
Domestic round, 140 pack.	38	40 @ 40
Medium export rounds.	35	38 @ 38
Large export rounds.	35	38 @ 38
Normal export rounds.	39	45 @ 45
No. 1 weasandans.	13	15 @ 15
No. 2 weasandans.	25	27 @ 27
No. 1 domestic bungs.	14	18 @ 18
No. 2 bungs.	12	12 @ 12
Regular middles.	20	20 @ 20
Selected wide middles.	28	25 @ 25
Dried bladders.	12 1/2	12 1/2 @ 12 1/2
	10 1/2	11 1/2 @ 11 1/2
	8 10	10 1/2 @ 10 1/2
	6 8	8 1/2 @ 8 1/2
Hog Casings:		
Narrow, per 100 yds.	1.25	1.25 @ 1.25
Narrow, med., per 100 yds.	2.50	2.65 @ 2.65
Medium, per 100 yds.	1.75	1.75 @ 1.75
Wides, per 100 yds.	1.50	1.50 @ 1.50
Export bungs.	33	36 @ 36
Large prime bungs.	23	25 @ 25
Medium prime bungs.	14	20 @ 20
Small prime bungs.	9.00	10 @ .10
Middles.	18	18 @ .18
Stomachs.	1.00	.00 @ .00
Quotations for large lots. Smaller quantities at usual advance.		

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$14.00	
Honeycomb tripe, 200-lb. bbl.	\$14.00	
Pocket honeycomb tripe, 200-lb. bbl.	\$14.00	
Pork feet, 200-lb. bbl.	18.00	
Pork tongue, 200-lb. bbl.	17.50	
Lamb tongues, long cut, 200-lb. bbl.	42.00	
Lamb tongues, short cut, 200-lb. bbl.	51.00	
Mess pork, regular.	28.00	
Family back pork, 20 to 34 pieces.	28.00	
Family back pork, 35 to 45 pieces.	30.00	
Clear back pork, 40 to 50 pieces.	26.50	
Clear plate pork, 25 to 35 pieces.	20.50	
Brisket pork.	21.50	
Bean pork.	19.00	
Plate beef.	29.00	
Extra plate beef, 200 lb. bbls.	30.00	

## BARRELED PORK AND BEEF.

Mess pork, regular.	28.00	
Family back pork, 20 to 34 pieces.	28.00	
Family back pork, 35 to 45 pieces.	30.00	
Clear back pork, 40 to 50 pieces.	26.50	
Clear plate pork, 25 to 35 pieces.	20.50	
Brisket pork.	21.50	
Bean pork.	19.00	
Plate beef.	29.00	
Extra plate beef, 200 lb. bbls.	30.00	

## COOPERAGE.

Ash pork barrels, black iron hoops.	\$1.60	@ 1.60
Ash pork barrels, black iron hoops.	1.82	@ 1.82
Ash pork barrels, galv. iron hoops.	1.80	@ 1.80
White oak ham tierces.	3.30	@ 3.30
Red oak lard tierces.	2.37	@ 2.37
White oak lard tierces.	2.57	@ 2.57

## OLEOMARGARINE.

Highest grade natural color animal fat margarine, in 1 lb. cartons, rolls or prints, f.o.b. Chicago.	1.25	
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# Retail Section

## Meet the Meat Man

Here's where he tells you things that will help you to make more money.

## Money Making Retail Tips

### Plan for Savings on Deliveries and a Good Lamb Buy.

By John C. Cutting\*

"Good morning, Michael, how are things by you?"

"Business is good, Dennis. I can't complain."

And thus we have the proprietor of O'Toole's Fancy Meat Market and Cassidy, the packer salesman, meeting in the meat market on a bitter cold morning of February.

"I've got a great buy for you today," began Cassidy.

### Trying to Boost Lamb.

"Lambs are a most economical meat for you and your trade. No, of course, they're not light lambs . . . but you won't have to take the ice-box door off its hinges to get them into your cooler, either . . . they're good lambs, and plump."

"I'm not asking that they be like large rabbits," interposed the dealer. "But at the same time I'm not buying any buffaloes, either."

"Don't you worry, Michael," the salesman reassured him. "I never slipped you a bum steer yet, did I?"

"You're right, literally and figuratively," assented O'Toole.

"Say, I see you've ditched the big delivery truck, as I suggested."

### New Idea on Deliveries.

"Yes. I guess it's going to work out all right, but my boy unhitches the side car arrangement on Sunday and is gone all day joy-riding. . . ."

"What's wrong with that? You don't expect he's going to sit all day long twiddlin' his thumbs, do you?"

"Yes, I guess it's all right. At least, the kid's taking more interest in the business, and that pleases me."

"That's just what you ought to do—take more interest. Do a little figuring on your own account. If your trade doesn't appreciate the prime grade of beef you're using, change to good and let them have the difference in price."

"Here's another thought I had the other day in thinking of you. If your delivery trade gets to the point where the side package car is inadequate, why not inaugurate this policy:

\*Director of Retail Merchandising, Institute of American Meat Packers.

"Give rebate slips to those cash customers who are willing to carry their own parcels. I know a successful retailer in Boston who does this, and then cashes them for merchandise after they have accumulated \$10 worth or more. The slips are good for 5 per cent credit.

### Rebates for Carry-Home Customers.

"It's working out splendidly with him, and this policy enables him to limit his delivery service to one man. Otherwise it would be necessary to put another man on the delivery. There's less grief, too."

"My stomach is beginning to get tied in knots," cut in the dealer. "You know, Dennis, I like you an awful lot. I give you more than half of my business, but—but, you have so much to say, always—"

"Do you want me to hide my light under a bushel?" asked the salesman.

"You couldn't hide your conversation under a tank," corrected the dealer. "But that's all right. Perhaps you're right more than half the time—and that's a good percentage these days."

"And as I was saying, Michael, I've got an awful good buy on these lambs today, and your box is ready for about six of them on tomorrow's delivery. You'll like them. So will your trade—"

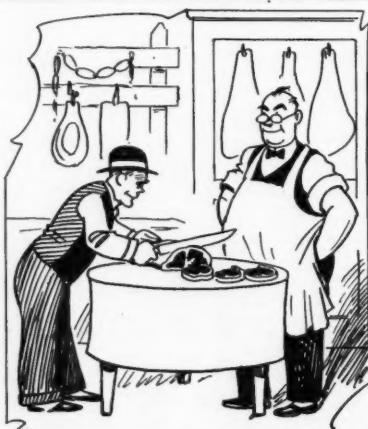
"So's your old man," laughed O'Toole, as the door slammed on the retreating form of the salesman.

Another story of Cassidy and O'Toole will appear in an early issue of THE NATIONAL PROVISIONER.

W. M. Barr will open a meat market in Madrid, Ia.

Alfred Drexler has sold his meat market at Liberty, Mo., to J. H. Bolleran.

Herman Reichert has purchased the Lenz's Meat Market at Norwalk, Ohio. Thos. R. Jones will open a meat market on Main St., Kellogg, Idaho.



HOW TO CUT FANCY LAMB LEG.

## Dealer Should Not Overbuy Advice Against Wastes in Retailing From Veteran Leader.

Don't overbuy, or that terrible word "Waste" will be hung on every meat hook, was part of the advice given by John T. Russell, veteran retail meat dealer of Chicago, at a recent meeting of the Cleveland Retail Meat Dealers' Association.

"Buy just what you can," Mr. Russell said, "sell within a reasonable time. Waste will diminish your profits and create dissatisfaction with your trade."

Mr. Russell pointed to the recent estimates of the Department of Commerce on waste in business, indicating that 10 to 15 per cent of the \$80,000,000,000 involved in domestic business operations represents avoidable waste, due largely to slack business methods.

### Beef Waste Costs 2c an Ounce.

He urged meat retailers to do their share toward overcoming this waste. "Meat is a perishable article which necessitates quick turnover," he said. "I would suggest that you give this due consideration. Prevent waste and save dollars."

Beef waste as a result of shrinkage, trimming, etc., Mr. Russell estimated to cost the retailer over 2c an ounce under present high costs for this class of meat.

He believed that blackboard cutting tests should be made frequently at retailer meetings to show how much is wasted and to make the trade realize what each cut of meat actually costs and the price that must be charged for it.

Mr. Russell made a strong plea for cooperation among retailers. He pointed to their weakness as individual dealers, but "collectively you are strong." Through such cooperation the retailer can be educated in better methods, in up-to-date practices and in meeting competition.

### Says Pork Is Too Cheap.

Speaking of current conditions in the meat trade, Mr. Russell said that in his opinion pork is now too cheap. "Retailers are competing with each other to see who can give the most of it away regardless of price. A little stimulation in the price of hogs will do no harm."

He reviewed the shortage of beef cattle, and said that retailers knew how hard it is to cut a profit out of a carcass of beef under present circumstances. He felt that accusations against retailers regarding high prices

for beef were manifestly unfair and would readily be disproven by the cost of living prices of the Department of Labor, which included retail prices from all over the country.

#### NEWS OF THE RETAILERS.

E. B. and L. E. Wallace will open a meat market at 6th and Spring Sts., Atchison, Kans.

Clarence Utley has purchased the Shaeffer Quality Market on Keeler Ave., Bartlesville, Okla.

H. L. Studer is adding a meat department to his grocery store at Wathena, Kans.

J. H. Bauman is adding a meat department to his grocery at Anadarko, Okla.

L. O. Austin has purchased the Premium Meat Market at Salina, Kans.

Earl Lintner has sold his meat market at Mooreland, Okla., to Thos. Tate and Wayne Perrin.

Geo. H. Brown has sold his meat business at Lewiston, Idaho, to Bert Merriman.

Watson Bros. have purchased the Hawkins Meat Market, 2513 Main St., Vancouver, Wash.

Glen Miller has opened a Baby Beef Market at 575 Fremont St., Portland, Ore.

F. C. Zirtzman has purchased the meat business of Joe Miraldi at 1031 N. Tacoma Ave., Tacoma, Wash.

Ed. Smith, owner of the Night and Day Meat Market, has purchased the meat market of Thos. Perkins at 325 Pine Ave., Long Beach, Cal.

Buehler Brothers have purchased the meat business of Schipper Brothers at Okskaloa, Ia.

Schierbrock Bros. have purchased the meat market of Henry Pogge at West Point, Ia.

The Trisbie meat market at Vicksburg, Mich., was recently damaged by fire.

George Ridge has sold his meat market at Anoka, Minn., to George Dahlheimer.

C. S. Heald has sold his meat market at Austin, Minn., to George Cashman.

Geo. Wilcox has sold his meat market at Belywin, Minn., to John Stoutland.

A. J. Miller & Son has bought the Quality Meat Market at Mankato, Minn.

Walter Dietz has purchased the Jindra Meat Market at Mapleton, Minn.

Denzel & Gaard have opened a meat business at Sherburn, Minn.

Hilton Bauman has purchased the Eckhardt Meat Market, Kiel, Wis., from Emil Eckhardt.

B. F. Scofield and E. D. McBain have purchased the Broadway Meat Market at Columbia, Mo.

Geo. Charos and Chester Jennings will open the Peoples' Meat Market at Fulp Corner, Hazard, Ky.

W. H. Brumfield has purchased the Sanitary Meat Market at Tylertown, Miss., from Geo. W. Sumrall.

W. W. Schweizer will open a meat market at 505 Franklin St., Michigan City, Ind. Mr. Schweizer will conduct a wholesale and retail meat business.



# Have You Read It?

## "Meat Retailing"

By A. C. SCHUEREN

Packers, wholesalers, salesmen—in fact, anyone connected with the Meat Industry—will find a wealth of information in this 850-page book.

It is the latest publication in the field, and a text book on the Retail Meat Industry.

Price only \$7 Plus Postage

For sale by THE NATIONAL PROVISIONER  
407 S. Dearborn St., Chicago

The Rowley Packing Co. have opened their third retail meat market at 3208 Washington Ave., West Racine, Wis.

It is reported that ten new meat markets will be established during the next eight months by Chas. H. Bixler and associates, Spokane, Washington.

### Tell 'Em How to Do It!

Here is something your customers will "eat up," Mr. Retailer!

Very few people know the proper way to carve meat at the table. A series of two articles *tells* how in plain language and *shows* how by means of pictures. Every housewife will be glad to read it—and so will her husband.

These two articles have been combined and reprinted. They may be had in quantities at cost, *with your name on them*, if you desire.

Order a supply to distribute to your trade. Use the coupon below.

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago.

Please send me ..... reprints of your article on "Meat Carving." These are to be billed me at cost. Put my name on them, as follows:

.....

Name .....

Street .....

City ..... State .....

### Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### BRAISED SHORT RIBS OF BEEF.

With beef higher in price than usual, many housewives are seeking appetizing and attractive ways of preparing the cheaper cuts. Here is a receipt for cooking short ribs that many of your customers will, no doubt, appreciate knowing about.

Brown well in a hot frying pan 4 lbs. of short ribs of beef; place in a large casserole; add 2 slices of onion, sprinkle well with salt; put in oven and cook slowly for three hours and remove to a platter.

Thicken the liquid in the casserole, using 1½ tablespoonfuls flour to each cup of liquid. Pour this over the beef. Serve on the same platter with the beef, boiled potatoes, beets, turnips, carrots, and onions, arranging each different vegetable in separate mounds.

## New York Section

### AMONG RETAIL MEAT DEALERS.

Mrs. George Anselm, a trustee of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, celebrated a birthday on Wednesday of last week.

Mr. and Mrs. A. Werner, Jr., of Brooklyn, celebrated the twelfth anniversary of their wedding on February 15th. Mrs. Werner is the first vice-president of the Ladies' Auxiliary.

Miss Florence Stoff, daughter of Mr. and Mrs. Herman Stoff, and niece of the Kramer brothers, was married quietly at her home in Stapleton, S. I., on Tuesday evening of this week to Herman Seimer. Mr. Seimer is manager of the Interstate Packing Company, 410 West 14th Street, New York City. The bridal couple left on Wednesday for two weeks in Bermuda.

The luncheon and card party of the Ladies' Auxiliary, which was held at the Food Craft Shop on Wednesday afternoon of last week, was a success both as to sociability and finance. "Mere man" would probably say the ladies cannot get away from the bargain spirit, as there were just 99 present. After the luncheon the ladies played cards, and prizes were awarded both to the players and non-players.

### NEW YORK NEWS NOTES.

Walter Bergman, George A. Hormel & Co., Austin, Minn., was a visitor to the city the latter part of last week.

Fred Schenk, president of the Columbus Packing Co., Columbus, Ohio, was a visitor to the city last week.

P. J. Seyl, credit department, Wilson & Company, Chicago, was in New York during the week.

C. L. Nelson of the George A. Hormel Company, Austin, Minn., was a visitor to the city this week.

C. J. Stentz, general sales manager of John Morrell & Company, Ottumwa, Iowa, was in New York during the week.

### PAYING PACKER SALESMEN.

(Continued from page 18.)

him a commission for any sale over and above that volume.

In effect, the salesman must do a given amount of business to earn his salary and hold his job, and he shares in any sales above this minimum.

Where quotas are fairly set, salesmen are wont to enter into this arrangement enthusiastically.

#### Bonus and Other Additional Rewards.

The bonus is not a method of compensation, but an additional reward for particularly meritorious service, given over and above salary or commission.

The bonus is given for a great variety of performances. It may be given for the largest volume sold in dollars or quantity, for the largest increase in percentage of available business or for the best record of outstanding accounts.

A company desiring wide distribution may offer bonus for the most calls made, for the most customers sold, or for the greatest number of new customers added. A firm desiring to encourage new salesmen may give a bonus for the best record of the salesman employed by them for two years or less.

Additional compensation may be given also for selling slow-moving merchandise, seasonable specialties, package versus bulk goods, company brand in contrast to outside merchandise.

A form of bonus that has much to commend itself is that granted for saving in the percentage of selling expense. A selling percentage is fixed, based upon the actual experience of prior years, and any saving of actual over allowed selling percentage is shared with the salesman.

#### Bonus On Net Profits.

An equally significant form of bonus is that paid on net profits. All sales are not equally profitable. Competition whittles away the profits of some lines and furthermore, the margin of gross return, the percentage of selling and administrative overhead and the rate of turnover vary on different classes of products.

A satisfactory method of compensation must not only stimulate volume, but the most profitable kind of volume, through sales showing the best net return. This is a need felt by the company which instituted a method of compensation, described as follows:

The salesmen are equipped with costs of all commodities as well as maximum and minimum selling prices. This range of selling prices is quoted so that they can talk intelligently with the customer who wants to purchase in very large quantities. The company pays the salesmen, first a wage and expense allowance; and second, a bonus if they exceed the dead line between profits and losses on their sales.

#### Tried to Make Profit Sales.

In putting salesmen on this profit-sharing arrangement and furnishing them with costs, the company found that the salesmen endeavored at all times to sell profitable merchandise. Also, where they found a customer's order containing many low-profit items, the salesmen always tried to sell items of larger profit to absorb the shrink that they would show on short profit ones.

If the concern finds the salesman's business does not show the desired percentage of profit at the end of the month, they discuss the matter with him in an effort to bring his profits for the future to the desired basis. It is, however, seldom that the firm is compelled to take this step, as the salesmen know the profit they must aim for and it is nearly always accomplished.

#### A Bonus On Efficiency.

Firms that have the interest of their salesmen uppermost in mind give a bonus for the greatest improvement in efficiency.

This is determined by a consideration of all those factors that go to make up a valuable salesman produc-

tiveness; i. e., the securing of profitable business; economy, as shown by expense accounts; industry as shown by the number of calls; aggressiveness, illustrated by the number of new customers secured; trustworthiness, shown by an absence of complaints.

Bonuses are often used to develop the spirit of cooperation. Thus bonuses are given sales branches or departments upon attaining business in excess of quota, and are shared by the branch manager and the salesman. Again the sales contest is widely used to create the spirit of play in selling, to give vent in a healthy way to the element of rivalry and competition.

Where organizations are large enough, branch is set off against branch, division against division. It is becoming a popular device to adopt much of the machinery of the baseball pennant race, with its teams, captains, scores, etc. In this way the contest relates itself closely to the life and imagination of the men.

Mid-season results are frequently bulletined and distributed, and the interest maintained at fever heat. In contests of this sort, care should be taken to place men and branches, as far as is possible, on an even footing.

#### The Point System.

A leading authority on methods of compensation for salesmen says that "methods of compensation for salesmen require an appraisal of the job to be done. Find out what the job is worth and what the concern is willing to spend to accomplish the job. Also, find out what the operations are and how much the concern is willing to spend of the total sum or should be paid for each operation. Then take into consideration the individual, cost to live, his expenses, his ability, his right to save and accumulate and the need of stimulation through incentives."

The desire to reach a fair basis of compensation leads invariably to an analysis of the job or task. The ultimate object of the salesman is obviously to sell goods, but there is much else he must do before and after receiving an order, for the salesman is the manufacturer's and distributor's representative in the field.

#### What Salesman Can Do.

He can do much to win back customers once alienated, and he must be ever alert for new customers. The salesman can report on the advertising activities of the dealers, whether they are advertising independently or whether they are using the firm's literature and perhaps he can induce them to use the company's electrotypes or give window display to its products.

All advertising material costs money and it pays to check up and intelligently guide its use by the dealer. Here the salesman can do much good work.

Moreover, he can assist materially the credit department by informing it promptly of a turn for the better in a weak account, or a turn for the worse in what was a dependable account. He can make a local investigation of a new account and, by quick action, may be able to save the failing account.

#### How to Encourage Missionary Work.

The right kind of salesman will do a certain amount of prospecting and missionary work, making calls where he does not expect immediate orders and strives in every possible manner to

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# A. C. Wicke Mfg. Co.

## Complete Market Equipment



### NEW YORK CITY

Main Office and Factory: 406 East 102nd St.

Salesrooms:  
425-435 E. 102nd St.

Phone Atwater 0880 for all  
Branches

Bronx Branch:  
739 Brook Ave.

# BELL'S

Patent Parchment  
Lined



SAUSAGE  
BAGS  
and  
SAUSAGE  
SEASONINGS

Write for Samples  
and Prices

The Wm. G. Bell Co.

189 State St. Boston, Mass.

widen the scope of distribution. He may even secure mailing lists from dealers.

The alert salesman will report back to the production department alleged defects, strong points and suggested changes in the company's products, and he will overlook no opportunity to demonstrate the use of operation of his material.

To encourage all such beneficial activity on the part of salesmen, companies are definitely recognizing its worth by paying therefor exactly as they might for orders received. Payment for service as well as sales involves finding some common denominator, and this is obtained by using the point system of compensation.

The sale of the product requiring the

least resistance usually furnishes the unit of measure and a point is given for every dollar of sales of such product. From this foundation a table of values is established for every kind of sale and service rendered. Additional points per dollar of sales will be granted for products offering increased net profits, for products especially hard to sell, for products that are being closed out.

#### Credit Given For Service Work.

The salesman, too, will be credited for every kind of service he may render. He will be given points for turning in sales reports promptly, for calls made without sales, for assistance to the credit, advertising or production departments, for demonstration of product, and for securing particularly de-

sirable new accounts and new business.

Not only is the salesman given points for desirable performances, but he is penalized for those actions which do not reflect credit upon the house. Penalties are inflicted, for example, for misrepresentations of wares, excessive returns of merchandise, and the loss of customers. The salesman may even be held responsible in part for losses from bad debts.

A business concern cannot stand still. If not properly compensated, missionary work and prospecting will be slighted or not done at all. The point system of compensation for each kind of service rendered and sales made acts as a corrective and tends to restore a proper balance to the salesman's activities.

## SCHAUB & CO.

Hamburg 27, Germany

Importers of all kinds of Packing House Products  
Branch Houses All Over Northern Europe  
Established 1868

H. Leube, Sr. and H. Leube, Jr., Sole Proprietors  
Correspondence Solicited. Own Big Warehouses on the River Elbe

## GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,  
Hoof and Horn Meal

40 Rector St. New York City

## H. L. WOODRUFF, INC.

Live Wire Brokerage Firm

448 W. 14th St.

New York City

Telephones: Chelsea 7996-7997

## JOHN H. BURNS CO.

BROKER

Packing House Products Domestic

407 Produce Exchange, New York City

Member New York Produce Exchange

Cable Address: "Jonburns"

Codes: Cross, Kelly, Utility (Livestock Ed.) Lieber's (5th Ed.)

Buyers of Straight or Mixed  
Carlots of Beef, Lamb,  
Fresh Pork, Provisions, Poultry

**H.C. BOHACK** Co.  
Inc.

BROOKLYN, N. Y.

Handling only the highest quality meat

Operators

of 421

Food Markets

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, prime, 100 lbs.	\$15.00@15.50
Cows, medium	6.50@ 7.50
Bulls, light to medium	6.75@ 8.00

## LIVE CALVES.

Calves, veals, prime, 100 lbs.	\$18.00@18.50
Calves, com. to med., per 100 lbs.	13.00@16.00

## LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	\$15.25@15.75
Lambs, culls, 100 lbs.	11.00@12.00

## LIVE HOGS.

Hogs, heavy	@ 8.50
Hogs, medium	9.25
Hogs, 120 lbs.	9.00
Hogs, 100 lbs.	7.00
Good Hogs	7.50

## DRESSED HOGS.

Hogs, heavy	@12.50
Hogs, 180 lbs.	13.00
Pigs, 80 lbs.	13.50
Pigs, 80-140 lbs.	18.00

## DRESSED BEEF.

Choice, native heavy	25 @26
Choice, native light	25 @26
Native, common to fair	22 @24
Good to choice heifers	22 @24
Good to choice cows	16 @17
Common to fair cows	14 @15
Fresh bologna bulls	12@12

## BEEF CUTS.

Western	City.
No. 1 ribs	24 @25
No. 2 ribs	21 @25
No. 3 ribs	20 @24
No. 1 joints	18 @24
No. 2 joints	20 @25
No. 3 joints	22 @24
No. 1 loins	22 @24
No. 2 loins and ribs	20 @31
No. 2 hinds and ribs	24 @25
No. 3 hinds and ribs	21 @22
As. 1 rounds	19 @20
No. 2 rounds	18 @18
No. 3 rounds	17 @18
No. 1 chuck	19 @20
No. 2 chuck	16 @18
No. 3 chuck	13 @16
Bolognias	6 6 13 1/2 @14 1/2
Holls, reg., 668 lbs. avg.	22 @23
Holls, reg., 426 lbs. avg.	17 @18
Tenderloins, 56@6 lbs. avg.	60 @70
Tenderloins, 56@6 lbs. avg.	80 @90
Shoulder clods	10 @11

## DRESSED CALVES.

Prime	27 @29
Choice	25 @26
Good	21 @24
Medium	18 @20

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	27 @28
Good lambs	24 @25
Lambs, poor grade	23 @24
Sheep, choice	15 @16
Sheep, medium to good	12 @14
Sheep, culls	8 @10

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	20 1/2 @21
Hams, 10@12 lbs. avg.	19 1/2 @20 1/2
Hams, 12@14 lbs. avg.	19 @20
Picnics, 666 lbs. avg.	13 1/2 @14
Picnics, 668 lbs. avg.	13 @14
Holllettes, 668 lbs. avg.	14 @15
Beef tongue, light	26 @28
Beef tongue, heavy	30 @32
Bacon, boneless, Western	24 @25
Bacon, boneless, city	18 @19
Pickled bellies, 8@10 lbs. avg.	15 @16

## FANCY MEATS.

Fresh steer tongues, untrimmed	25c a pound
Fresh steer tongues, l. c. trm'd.	35c a pound
Sweetbreads, beef	65c a pound
Sweetbreads, veal	41.00 a pair
Beef kidneys	15c a pound
Mutton kidneys	8c each
Livers, beef	34c a pound
Oxtails	18c a pound
Beef hanging tenders	28c a pound
Lamb fries	10c a pair

## THE NATIONAL PROVISIONER

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	15 @16
average	15 @16
Pork tenderloins, fresh	50 @55
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	14 @15
Shoulders, Western, 10@12 lbs. avg.	13 @14
Butts, boneless, Western	17 @18
Butts, regular, Western	15 @16
Hams, Western, fresh, 10@12 lbs. avg.	19 @20
Hams, city, fresh, 6@10 lbs. avg.	21 @22
Picnic hams, Western, fresh, 6@8 lbs.	average 12 @13
Picnic hams, Western, fresh, 6@8 lbs.	20 @21
Pork trimmings, extra lean	9 @10
Pork trimmings, regular, 50% lean	9 @10
Spareribs, fresh	12 @13

## LIVE POULTRY.

Powls, colored, per lb., via express	26 @26
Turkey hens, via express	45 @45
Geese, via express	33 @33
Pigeons, per pair, via freight or express	45 @45

## BUTTER.

Creamery, extras (92 score)	44 @44
Creamery, firsts (88 to 91 score)	41 @41
Creamery, seconds	40 @40
Creamery, lower grades	39 @39

## EGGS.

Extras, gathered	34 @34
Extra firsts	33 @33
Firsts	32 @32
Checks	30 @30

## FERTILIZER MATERIALS.

## BASIS NEW YORK DELIVERY.

Ammonium sulphate, bulk, delivered per 100 lbs.	100 @100
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	100 @100
Blood, dried, 15-16% per unit	100 @100
Fish scrap, dried 11% ammonia, 10% B. P. L. f. o. b. fish factory	100 @100
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	130 @130
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f. o. b. fish factory	100 @100
Soda Nitrate, in bags, 100 lbs. spot	100 @100
Tankage, ground 10% ammonia, 10% B. P. L. bulk	4.75 & 10
Tankage, unground, 9@10% ammonia	4.50 & 10

## Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	200 @200
Bone meal, raw 4 1/2 and 50 bags, per ton	200 @200
Acid phosphate, bulk, f. o. b. Baltimore, per ton, 16% flat	100 @100
Potash.	
Manure salt, 20% bulk, per ton	100 @100
Kainit, 12.4% bulk, per ton	100 @100
Muriate in bags, basis 80%, per ton	100 @100
Sulphate in bags, basis 90%, per ton	100 @100

## Beef.

Cracklings, 50% unground	100 @100
Cracklings, 60% unground	100 @100
Meat Scraps, Ground.	
50%	100 @100
55%	100 @100

Emil Kohn, Inc.  
Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse

407 East 31st St.

NEW YORK, N. Y.

Caledonia 0113-0114

## Lincoln Farms Products Corporation

Collectors and Renderers of

## Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

5, 1923.

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44% @ 6  
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